

Convene.
Strategize.
Activate.

TRANSFORMATION TODAY & TOMORROW

When Opportunity Knocks: How to Successfully Procure Funding from the Division of MH/DD/SAS

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NC Department of Health and Human Services



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Session Objectives

- **Understand the existing sources and uses of the DMH budget**
- **Understand the division's future spend strategy and roadmap for contracts**
- **Learn how to identify and apply for funding opportunities**
- **Learn what to expect once funding is awarded**

Agenda

- **Division priorities**
- **Budget overview**
- **Contract process overview**
- **How to apply for funding opportunities**
- **Upcoming funding opportunities**

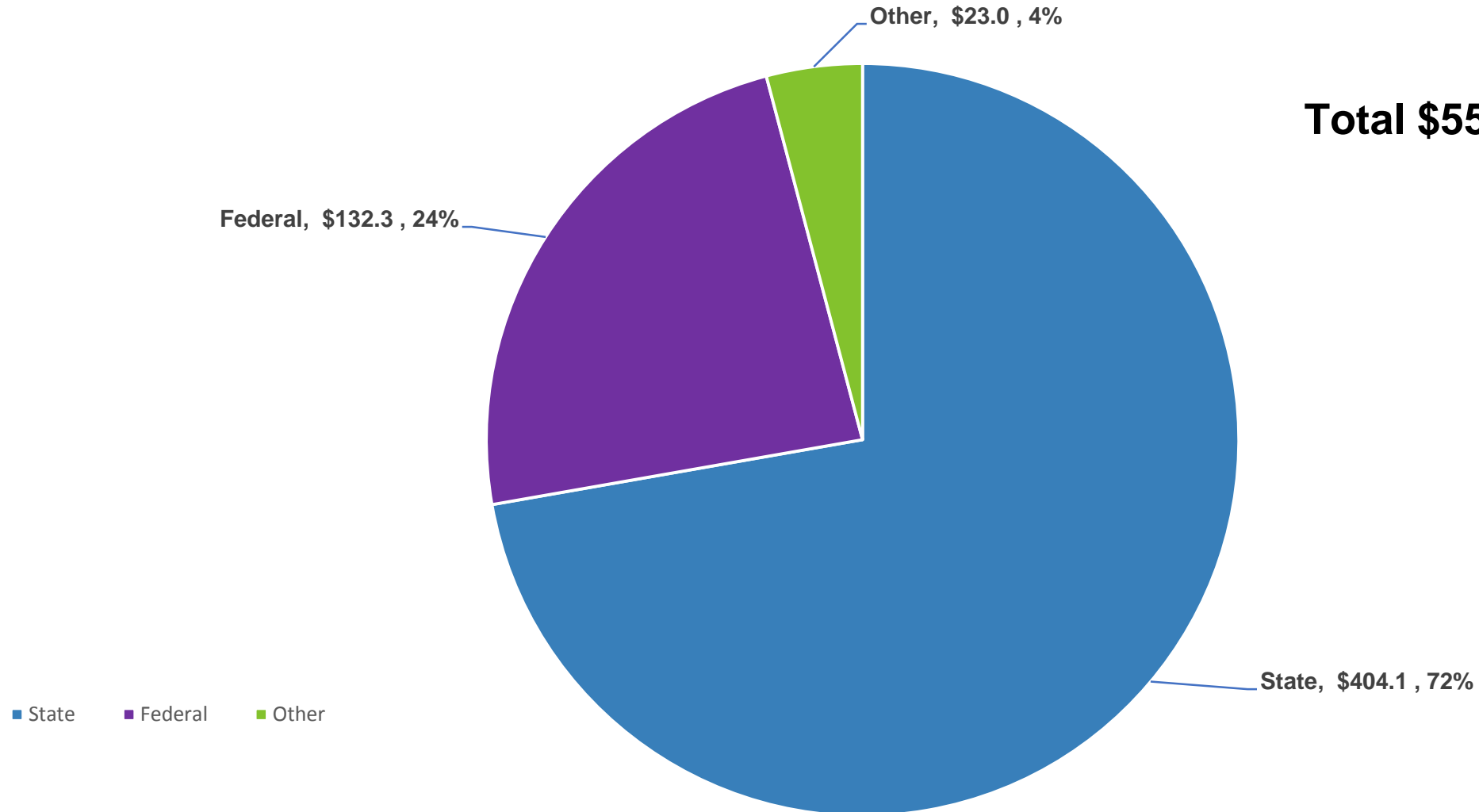
DMHDDSAS Priorities

- **Access:** Increase overall availability and access to high-quality behavioral health services and IDD supports; right-care, right-time, and right-setting.
- **Integration:** Integrate behavioral healthcare into primary and physical care.
- **System performance:** Improve oversight and regulatory regime to optimize system performance while maintaining safeguards.
- **Operational excellence:** Strive for operational excellence and continuous improvement in our internal operations and regulatory functions.
- **Boundless behavioral health:** Advance policies and narratives that reinforce the Division as knowledgeable thought leaders and service-oriented partners

DMHDDSAS Budget Sources Overview

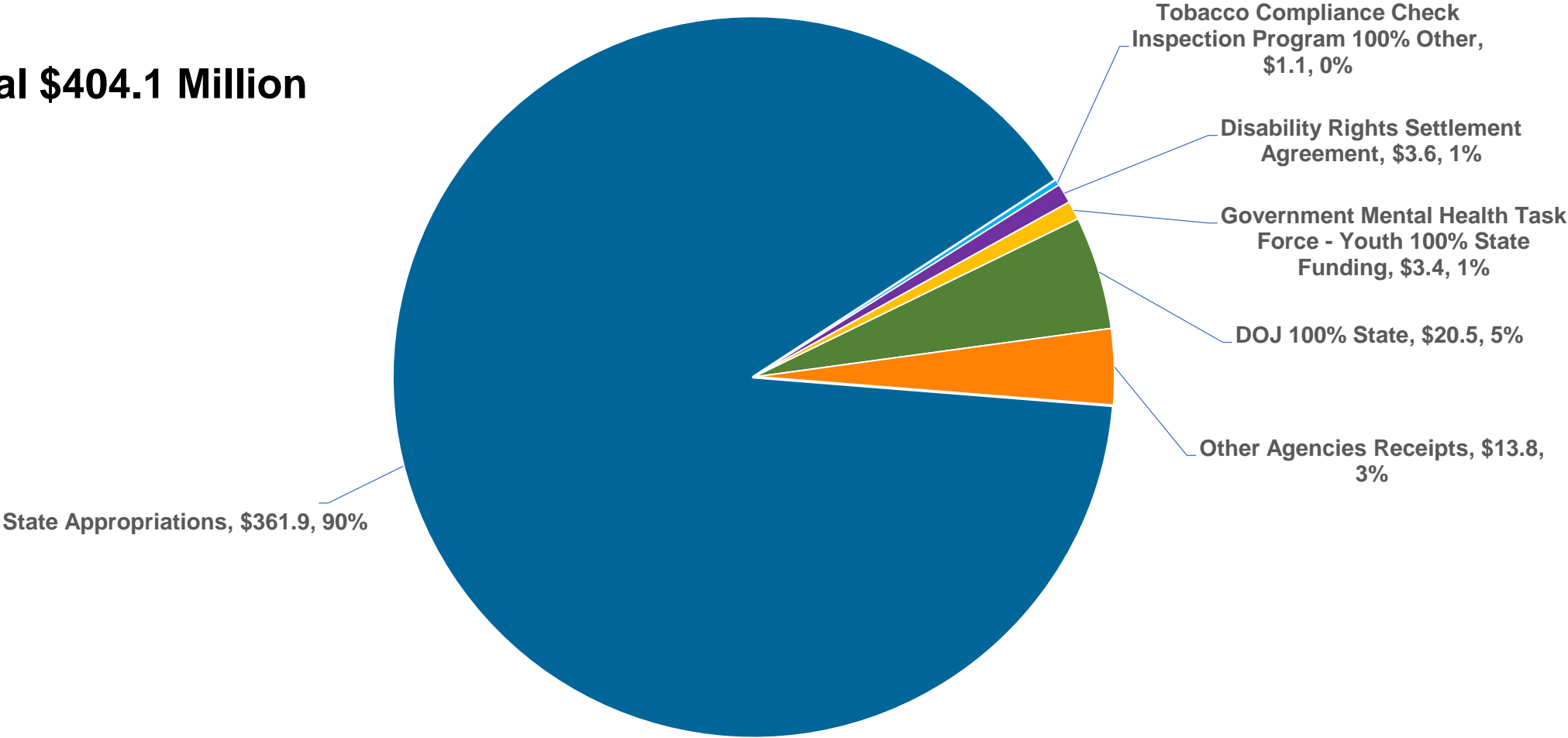
SFY 19

Total \$559.4 Million



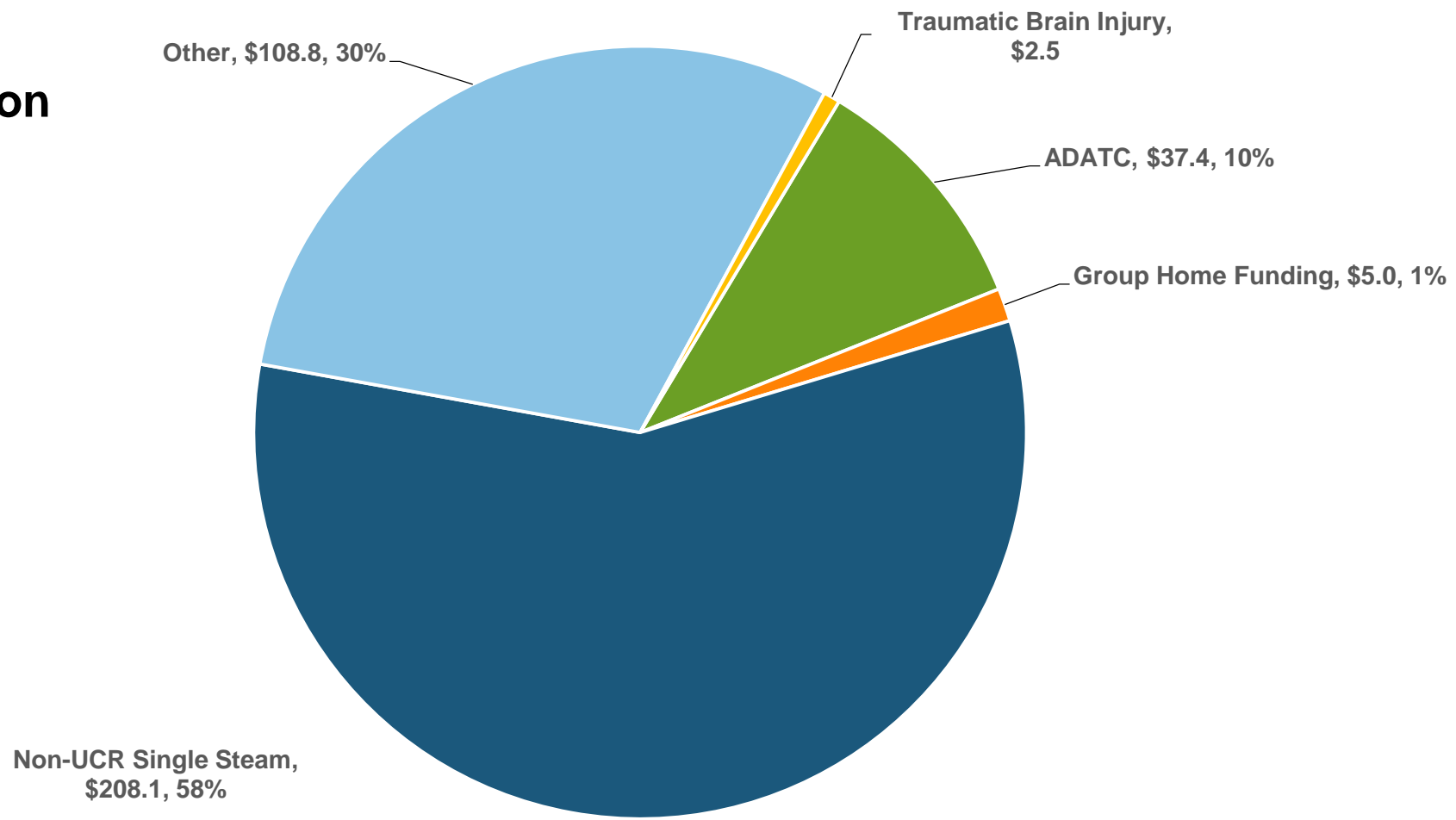
Budget Overview – State

Total \$404.1 Million



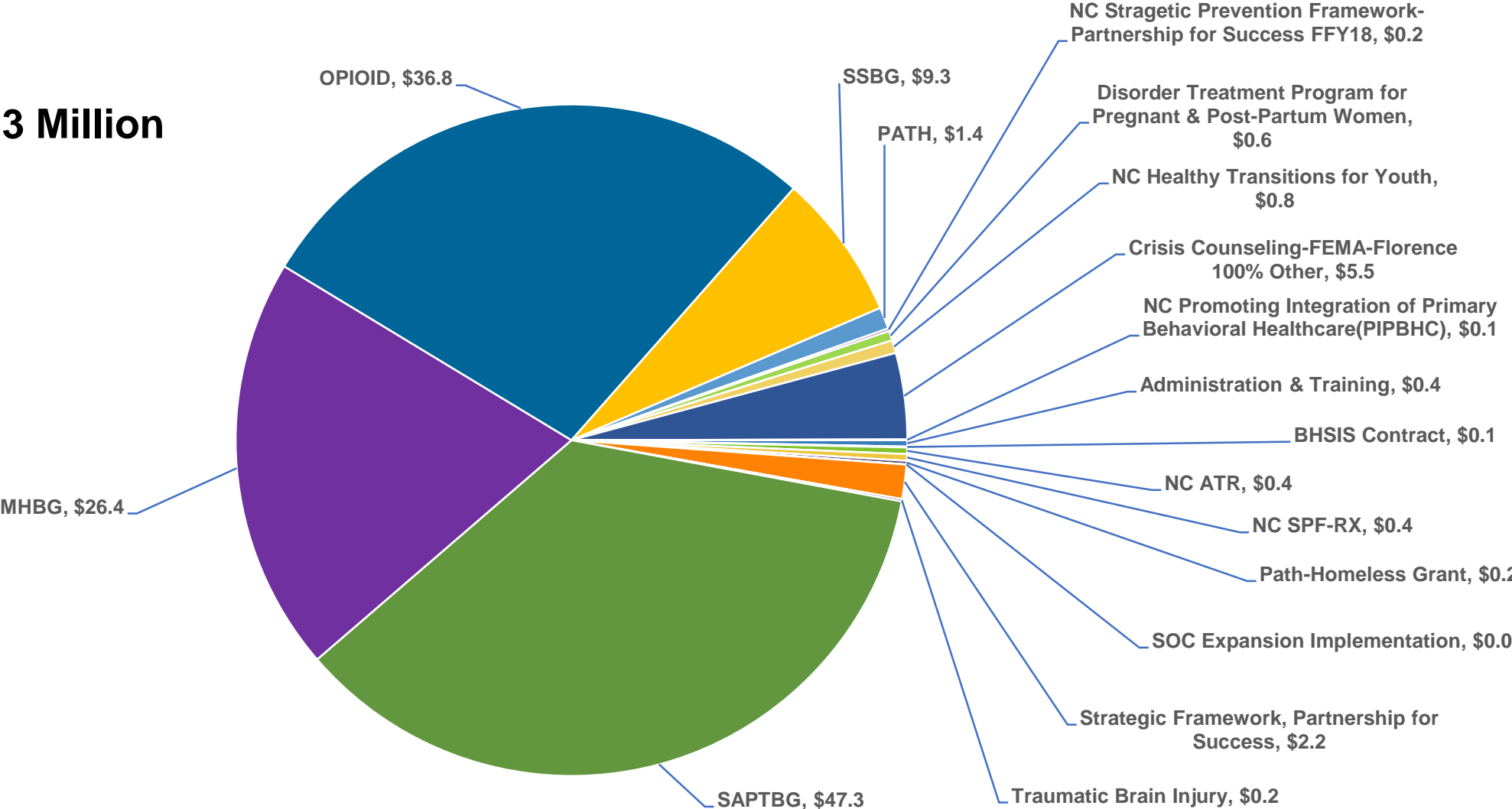
Budget Overview - State Appropriations

Total \$361.9 Million



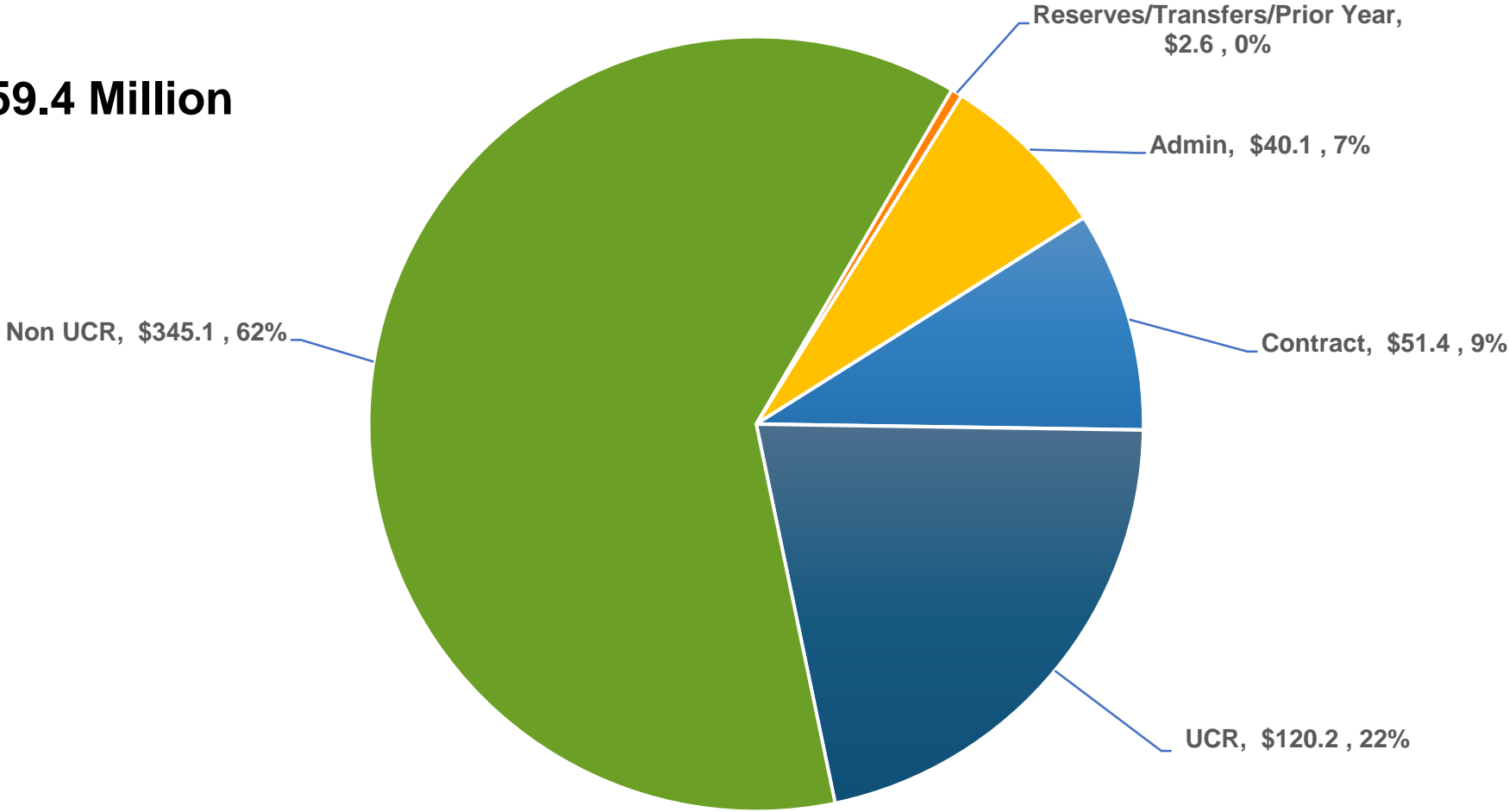
Budget Overview - Federal

Total \$132.3 Million

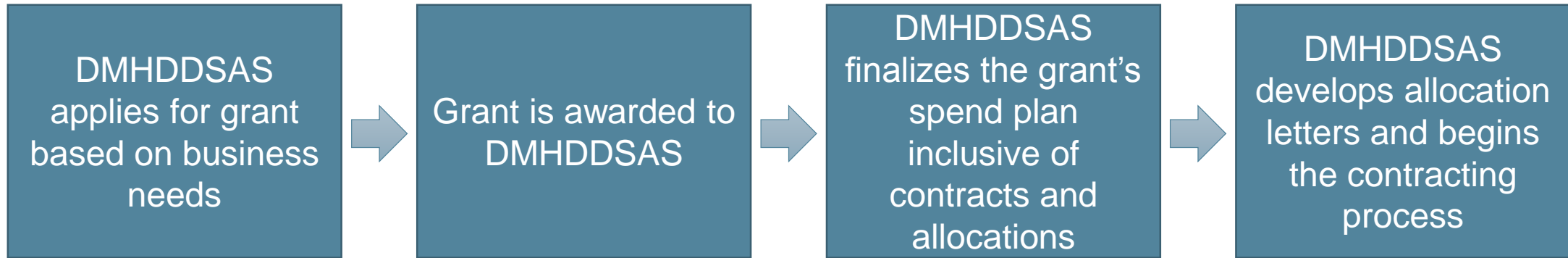


DMHDDSAS Budget Uses Overview

Total \$559.4 Million

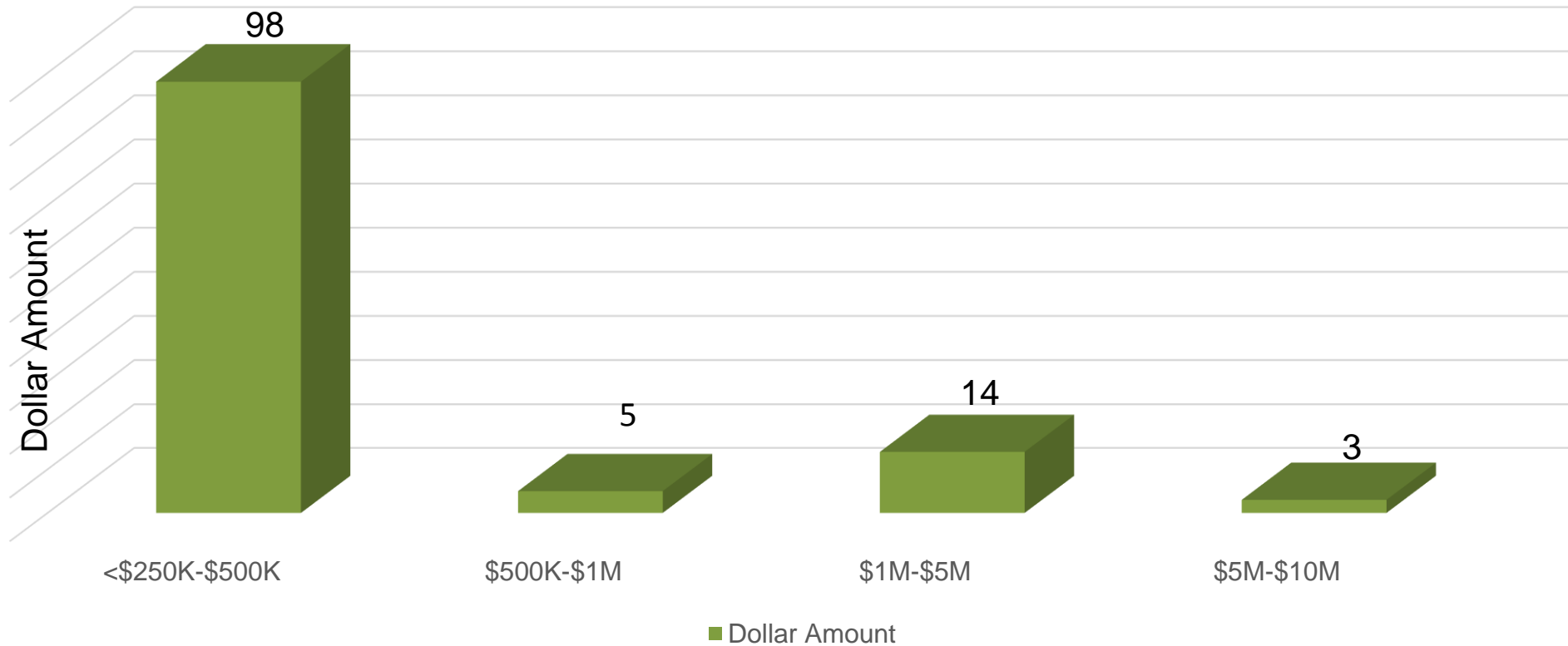


Overview of the Contract Process

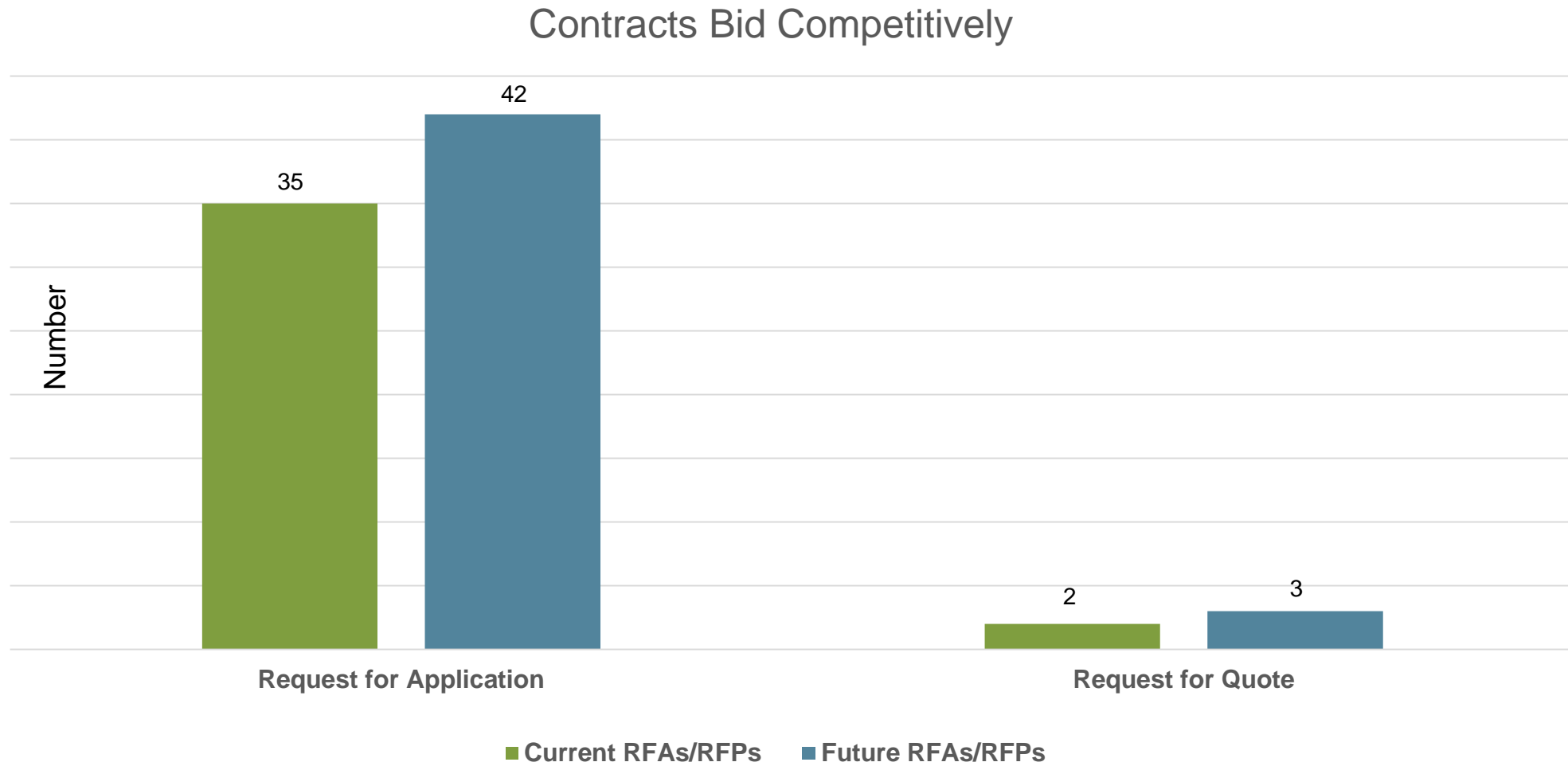


Over 80% of our contracts are between \$250K and \$500K

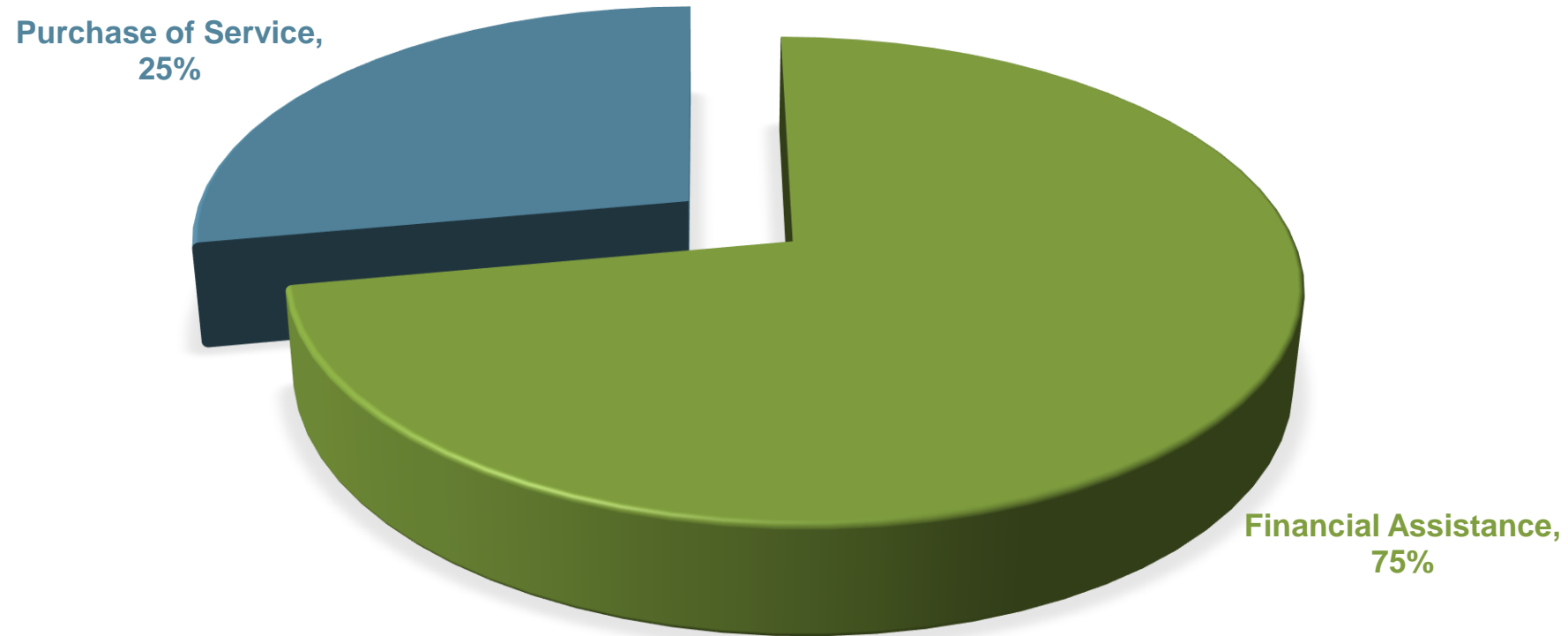
DMHDDSAS Direct Contracts



Most contracts are bid via a Request or Application (RFA)



Majority of direct contracts are Financial Assistance contracts



What to Expect Once Contract is Awarded

- Submission of monthly invoices / expenditures-based
- Backup documentation to monthly invoices attached
- Quarterly Progress Reports submitted on deliverables
- Annual Site Visit conducted at minimum
- If contract exceeds \$500K, Yellow Book Audit completed / submitted
- Desk reviews of contract progress conducted
- Ensure expenditures are on target Throughout contract cycle

What to expect post award

Risk Assessment Completed by DMHDDSAS

- Complexity and Organization of the Program
- Stability of Operations, Programs, Systems, Controls and Personnel
- Quality Management System
- Performance Under the Contract
- Overall Assessment of the Contractor



Subrecipient Monitoring Plan Developed

- Review of Programmatic Reports
- Review of Financial Reports
- Review of Contract
- Review of Self-Assessment
- Review of Historical Findings
- Follow-up on Prior Year Audit
- Review of Program Operations
- Follow-up on Corrective Actions
- Technical Assistance Provided



Monitoring is Conducted Throughout Contract Cycle

- Annual Site Visit
- Quarterly Progress Reports Submitted by Contractor
- Monthly Financial Status Report Submission
- Risk Assessment

Where to find funding opportunities and supporting resources

Funding Opportunities

- Register with the Secretary of State's Office to Conduct Business in the State of North Carolina: https://www.sosnc.gov/divisions/business_registration
- DHHS opportunities: <https://www.ncdhhs.gov/about/grant-opportunities>
- DMHDDSAS Opportunities: <https://www.ncdhhs.gov/about/grant-opportunities/mental-health-developmental-disabilities-substance-abuse-services-grant-opportunities>
- *To be eligible for most contracts with DMHDDSAS, you must be a non-profit entity.*

Training and Resources

- Compliance with [NC State Budget Manual](#)
- [Code of Federal Regulations](#)
- [NC Administrative Code 09 Subchapter 03M](#) &
- [Federal Audit Requirements for Financial Assistance Contracts](#)

Request for Application Categories

- Introduction
- Purpose
- Background
- Eligibility
- Source of Funds and Requirements
- Acronym Definitions
- Scope of Work
- Programmatic Requirements
- Contractor Responsibilities
- Performance Standards and Expectations
- Reporting Requirements
- Contractor Qualifications and Capacity
- Division's Responsibility
- Performance Oversight
- Term of Contract
- Option to Extend
- Invoicing and Reimbursement
- The Solicitation
- General Information on Submitting an Application
- Application Content and Instructions
- Evaluation Criteria and Scoring
- General Terms and Conditions
- Appendices
- Certifications and Assurances

Sample RFA Excerpt: Recovery Community Center

The Contractor shall perform the following tasks and submit the following output deliverables:

1. Maintain a minimum of six (6) recovery community centers across the state. The Executive Director, or other designated recovery center staff , under the direction of the Contractor's Board and in collaboration with designated Division staff, shall be responsible for providing technical assistance and support to the previously identified recovery community centers across the state and any additions made to those.
 - a. The Contractor shall conduct outreach and technical assistance to each center on no less than a quarterly basis.
 - b. The Contractor shall collaborate with recovery community center staff to conduct outreach including but not limited to listening events/meetings with people in recovery to determine the recovery supports that can be offered at the centers and who will be providing them
 - c. The Contractor shall provide other technical assistance as requested or needed by the centers.
 - d. The Contractor shall review monthly invoices submitted by the recovery community centers and reimburse as appropriate.
 - e. The Contractor shall assist each recovery community center in the development of a sustainability plan.

Sampling of bids during Calendar Year 2018 & 2019

- Traumatic Brain Injury Pilot
- Individual Placement and Supported Employment in a Medication Assisted Treatment Setting
- Opioid Action Plan Implementation Initiative
- Child Tiered Care Coordination Pilot
- Peer Operated Respite Services
- Community Engagement and Empowerment Initiative
- NC Preventing Underage Drinking Initiative
- Recovery Community Center Funds
- Strategic Prevention Framework – Partnership for Success

What's Coming in 2020

- Opioid initiatives with justice population – Jan 2020
- Deaf and Hard of Hearing Services
- Veteran's Initiatives for Mental Health and Substance Use Promotion
- Child Mental Health Case Management Pilot
- Quality Improvement Database for Coordinated Specialty Care Program / Child Mental Health
- Bundled rate pilot with OTPs providing MAT services
- Additional areas potentially include:
 - Child and Adult Mental Health
 - SUD prevention and treatment

Areas of focus for continuous quality improvements

- Continue to align grants and state funded contracts dates with their funding cycle (not inclusive of Block Grant funded contracts)
- Gather feedback from contractors regarding training needs through bi-annual training events
- Collaborate with DHHS offices to streamline RFA process
- Increased transparency relating to the contracting process for stakeholders
- Collaborate with DHHS offices to streamline RFA process

Questions?

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<https://www.ncdhhs.gov/divisions/mhddsas>