



COMMUNITY HEALTH WORKER INFRASTRUCTURE PROJECT

RFA # 31865-00017

5/09/2024

Solicitation Coordinator

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Request for Application Schedule of Events

EVENT	TIME (central time zone)	DATE (all dates are State business days)
1. RFA Issued		May 3, 2024
2. Pre-Response Teleconference	10:30 a.m.	May 9, 2024
3. Written Question & Comment Deadline	2:00 p.m.	May 15, 2024
4. State Response to Written Questions & Comments		May 22, 2024
5. Deadline for Applications	2:00 p.m.	May 29, 2024
6. Evaluation Notice Released		June 12, 2024
7. Effective Start Date of Contract		July 1, 2024

Today's Topics

- Overview will not cover all Scope items and is only meant to be a brief overview of the CHW initiative.
- Responses given here today cannot be considered binding or official until put into writing by the State.
- Please make sure to read **all** solicitation documents including attachments.
- All questions or comments must be routed through the Solicitation Coordinator and a response will be issued through them.

Edison Registration Link

RFA Section VIII

Any applicant who does not already have an Edison Vendor ID/Supplier ID, will need to begin signing up for one using the following link:

https://hub.edison.tn.gov/psp/paprd/SUPPLIER/SUPP/h/?tab=PAPP_GUEST

To avoid any delays, applicants should begin this registration process immediately after submitting their application.

Directions: Once on the Edison supplier portal page, locate the middle column on the page where it says, *“Looking to do business with the State of Tennessee?”* under that should be a link that says, *“Register as a Supplier”*. Click this link and follow the steps for a new registration form.

The following are links to the IRS W-9 form required for registration with the State, and the Edison Supplier Portal Registration Manual. This manual may be useful for answers to questions about the registration process. These links can also be found on the Edison supplier portal page, located under the *“Register as a Supplier”* link.

https://upk.edison.tn.gov/esupplier/IRS_W-9.pdf

https://upk.edison.tn.gov/esupplier/Supplier_Registration_Instructions.pdf



TennCare Introduction

TennCare

TennCare (TennCare) – Tennessee’s State Medicaid Agency, covers more than 1.4 million Tennesseans including low-income individuals such as pregnant women, children, caretaker relatives of young children and older adults and adults with disabilities

Our continuing mission is to improve lives through **high-quality, cost-effective care** to support our vision of a healthier Tennessee.



TennCare Health Starts Initiative

TennCare's approach to improving the health of Tennesseans by focusing on the conditions where they live, work, and play.

Health Starts...



before illness



in our communities



in our homes



in our schools

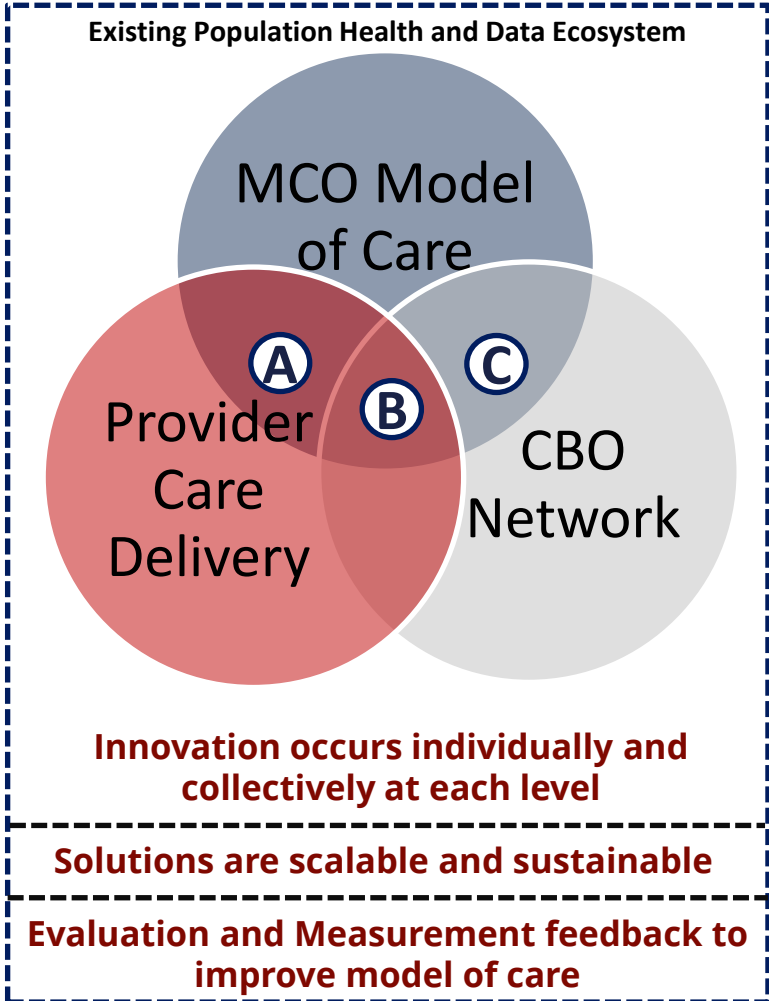


in our jobs

TennCare's Health Starts Vision and Strategy



All TennCare members are screened for SDOH with a unified screening tool, identified needs are met by community resources, resulting in improved health of each TennCare member.



Focus areas for collective innovation

A Provider Partnerships
Partnering with health care providers to screen and identify health related social needs for TennCare members and connect members to community based services

B Closed Loop Referral System
Provide a technology tool to providers and community organizations that can help support screening and referrals as well as tracking referral completion and outcome data.

C Workforce Development
Invest in development of evidence based models of care incorporating non-traditional healthcare providers, such as Community Health Workers, to better address TennCare members' health related social needs.



CHW Background

Community Health Workers: TennCare Research and Landscape Analysis

- According to the American Public Health Association¹, a community health worker (CHW) is “a frontline public health worker who is a trusted member of and/or has an unusually close understanding of the community served.”
- CHWs serve **as links between the community and health/social services** to expand access to care and improve health outcomes
- CHWs have been shown to improve health outcomes, lower health care costs, and reduce health disparities when integrated into communities in a **coordinated intentional model of care**

TennCare conducted a landscape analysis engaging 20+ CHW organizations to gather insights around barriers, best practices, and key inputs that contribute to successful implementation of CHWs programs. TennCare also spoke to leading researchers, state and federal leaders in Medicaid to understand key trends and innovations for CHWs. These efforts all contributed to TennCare’s strategic approach to investing into the CHW Workforce.

Community Health Workers: Perinatal Focus

- Special consideration will be given to applicants focused on addressing social needs within the maternal health population as part of this grant.
- CHWs who focus on specific populations, such as perinatal CHWs, can also **add additional impact** to the communities they serve.
- **Perinatal CHWs (“PCHWs”)** serve pregnant and postpartum individuals, and specialize in connecting families to services, offering continuity for the clinical care team, and being the bridge between vulnerable populations with clinical and social service providers.
- Through these services, PCHWs have been shown to **improve health outcomes for babies, pregnant and postpartum individuals.**

Community Health Workers: TennCare Best Practices and Evidence Review

Guiding Principles for TennCare's Investment into CHW Workforce

- Hiring individuals with shared experience and similar backgrounds as the population they are serving is critical to the success of CHWs
- Training is key but not sufficient to adequately connect with and serve individuals. CHWs should have established community relationships to aid in the connection of resources to meet needs
- Effective CHW programs strive to meet standards for individual CHWs, CHW supervisors and for the CHW organization to standardize care and increase impact of interactions
- Sustained CHW return on investment for health outcomes and cost effectiveness are most reliably achieved through high fidelity to evidence based practices
- Best practices developed should include Hiring and Compensation, Training and Professional Development, CHW Work Practice, Supervision and Evaluation, and Organizational Supports and Involvement in Decision Making

Community Health Workers: TennCare Strategic Vision

Over the coming years, TennCare aims to:

- Increase access to community health workers implementing evidence-based practices to address social risk factors and improve members' health outcomes
- Establish program standards for CHW organizations that reflect evidence-based practices and align expectations between CHW organizations, TennCare, and TennCare MCOs
- Invest in CHW infrastructure to increase continuity, capacity, and sustainability of the CHW workforce to serve TennCare members
- Strategically integrate and align TennCare CHW efforts, where appropriate, into broader statewide CHW efforts
- Identify potential pathways to sustain CHW services for TennCare members
 - Strengthen partnerships between CHWs, MCOs, and TennCare providers across the care continuum
 - Explore opportunities for TennCare CHW organization accreditation
 - Consider TennCare financial reimbursement models for CHW services



CHW Infrastructure Grant

Goals of TennCare CHW Grant Opportunity (Grant Procurement Number: 31865-00017)

To invest in the CHW workforce specifically CHW infrastructure and support CHWs in meeting CHW program standards and best practices by:

Supporting organizations employing Community Health Workers to make key investments in organizational infrastructure and overhead costs

Providing technical assistance to organizations employing CHWs to implement evidence-based best practices and integrate the IMPaCT CHW model

Partner for Sustainability:

Tennessee Community Health Worker Association (TNCHWA)

The **Tennessee Community Health Worker Association (TNCHWA)** is a local organization composed of CHW stakeholders that aims to address gaps that exist in Tennessee's community health worker workforce and landscape.

TennCare has contracted with the Tennessee Community Health Worker Association to support two critical components of the CHW strategy.

1. Development of CHW program standards that emphasize high-quality CHW programs.
2. Serve as the accreditation entity for CHW programs



TENNESSEE
COMMUNITY HEALTH WORKER
ASSOCIATION

Partner for Technical Support: IMPACT

IMPACT is a leading evidence-based CHW intervention and care model in the U.S. for addressing health inequity and social determinants of health, will provide technical support for grantees

IMPACT will closely align with the state CHW program standards to provide technical assistance, training, technology, and coaching to all CHW Grantees

- IMPACT has had experience and supported development of sustainable, high functioning CHW models that can be integrated into grantee CHW programs
- IMPACT will help support efforts to implement CHW program standards but will not provide certification for CHW organizations
- At the conclusion of the grant, TennCare will assess the effectiveness of the model within the TennCare population and how well the model supports our members

Grant Funding Tiers (2024)

Tier	Hiring Requirement	Total Funding	IMPACT Funding
Tier 1	Minimum of 5 CHWs/Supervisors	\$200,000	\$100,000
Tier 2	6-10 CHWs/Supervisors	\$400,000	\$200,000
Tier 3	11-15 CHWs/Supervisors	\$600,000	\$300,000
Tier 4	Over 15 CHWs/Supervisors	\$750,000	\$375,000

Allowable and Non-allowable Expenses

Allowable Expenses

- Technical Assistance through IMPaCT model to include, at a minimum:
 - Recruitment and Hiring
 - Consultation
 - CHW and Supervisor Training
 - Workflow development
 - Technology supports and integration
 - Data analytics and outcome evaluation
- Administrative Overhead to expand CHW program (e.g. costs for recruiting and hiring)
- Targeted salary support for program management

Non-Allowable Expenses

- Construction of building or building space
- Full-time CHW staff salaries
- Food and drinks
- Clothing
- Lobbying
- Gift or gas cards for CHW staff

Grant Payment Structure (2024)

- **Funding split with IMPaCT**
 - IMPaCT will receive 50% of the funds for their technical support services
- **Payment structure**
 - Grantees will receive payments through deliverable-based monthly payments
- **Invoicing process**
 - One invoice will be submitted by the grantee per month
 - Payment is contingent on the correct banking and address information being entered into Edison
 - Dollars for invoices will be remitted within 30 days of receipt of accurate invoices

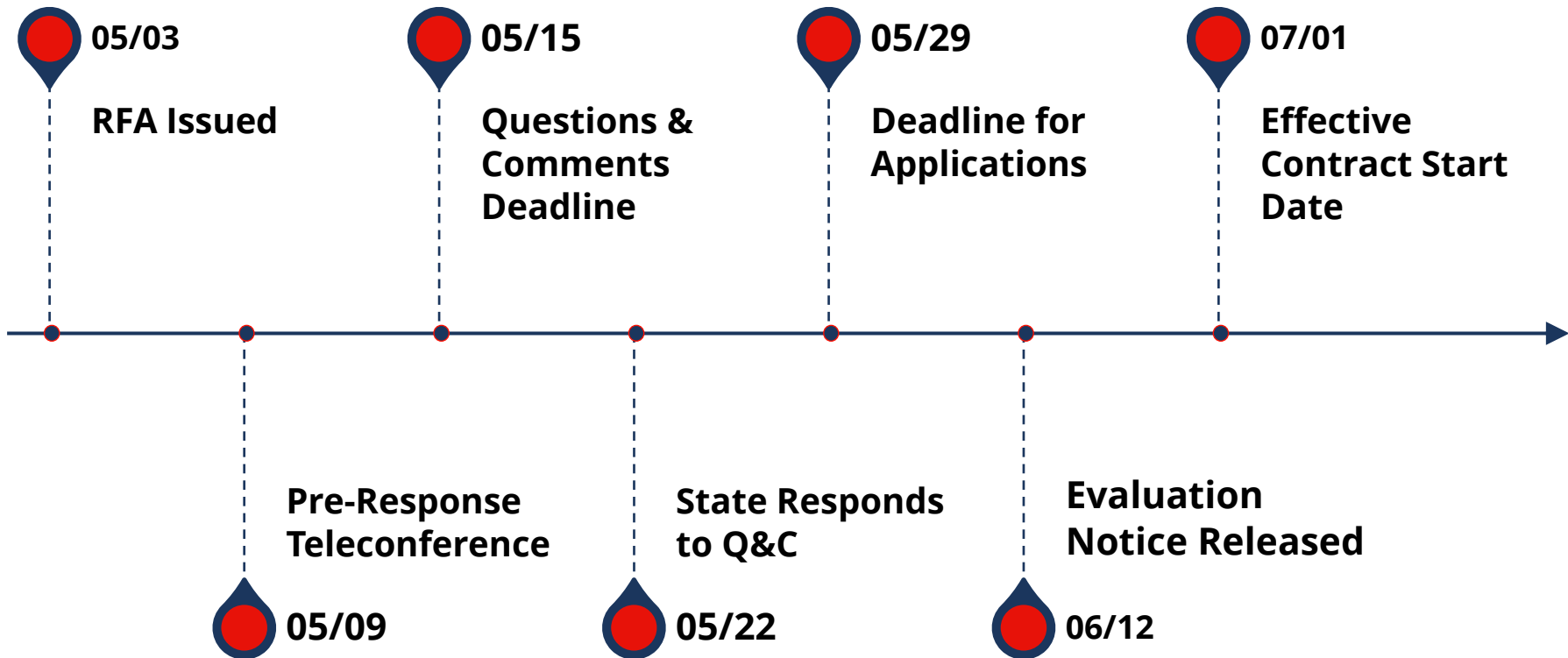
Term of Grant Contract

- Contract is effective **July 1, 2024** and will extend for a period **of 12 months**.

Renewal Options.

- This Grant Contract may be renewed upon satisfactory completion of the contract period.
 - The State reserves the right to implement up to one renewal option for 12 months
 - In the event the standards in the Grant Contract are not met, TennCare reserves the right to withhold funding from Grantee.

CHW Infrastructure Grant Round 2 Timeline





SUBMIT QUESTIONS & COMMENTS TO

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Questions?



THANK YOU!