

**DELTA DENTAL OF ARKANSAS
FOUNDATION**

SMILES: POSSIBLE

**Request for Solutions
Funding Opportunity Guidelines**

**IMPROVING ORAL HEALTH IN
ARKANSAS**

Release Date: October 15, 2019

Solutions Due: December 16, 2019

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ABOUT DELTA DENTAL OF ARKANSAS FOUNDATION

The Delta Dental of Arkansas Foundation (DDARF) was formed in 2008 by Delta Dental of Arkansas, a not-for-profit dental service corporation.

The Foundation’s Mission and History

Delta Dental of Arkansas Foundation’s mission is to improve the oral health of Arkansans. DDARF furthers its mission by funding grant opportunities. The Foundation brings funding for oral health education and assistance to Arkansas children and families in a variety of ways, from Mini Grant and Super Smiles in Schools opportunities to annual and multi-year funding opportunities through Legacy and Community Grants. The Foundation is proud to support charitable efforts to improve access across the state and has supported mobile dental units and student loan reimbursement. Delta Dental of Arkansas Foundation has invested in the creation of the Interprofessional Education Program at UAMS to provide oral health education to individuals in all health curriculums offered at the school.

Through these programs, the Foundation reaches students, families, children, dental and health professionals and communities in Arkansas. The Foundation’s funding focuses on our three core processes - oral health education, prevention, and treatment.

One of the Foundation's goals is to educate children and their caregivers as well as adults across the state about the benefits of preventive care, starting at an early age and continuing into adulthood.

During the summer of 2018, the Foundation Board of Directors began strategic planning discussions. The result of those conversations is the creation of the three pillars to direct giving: Transforming Communities, Connecting Oral Health to Overall Health, and Data Analytics. Using these pillars, the Foundation is embracing transformational giving.

For additional information about DDARF, please see www.deltadentalar.com

ABOUT HEALTHY PEOPLE 2020

Healthy People 2020 is a framework designed by the Advisory Committee on National Health Promotion and Disease Prevention for the Secretary of the U.S. Department of Health and Human Services (HHS). The Advisory Committee makes science based 10-year recommendations to the Secretary.

The vision, mission, and overarching goals of Healthy People are:

Vision

A society in which all people live long, healthy lives.

Mission

Healthy People 2020 strives to:

- Identify nationwide health improvement priorities.
- Increase public awareness and understanding of the determinants of health, disease, and disability and the opportunities for progress.
- Provide measurable objectives and goals that are applicable at the national, State, and local levels.
- Engage multiple sectors to take actions to strengthen policies and improve practices that are driven by the best available evidence and knowledge.
- Identify critical research, evaluation, and data collection needs.

Overarching Goals

- Attain high quality, longer lives free of preventable disease, disability, injury, and premature death.
- Achieve health equity, eliminate disparities, and improve the health of all groups.
- Create social and physical environments that promote good health for all.
- Promote quality of life, healthy development, and healthy behaviors across all life stages.

Healthy People 2020 represents the fourth edition of Healthy People establishing national benchmarks to measure improvement of health over time.

For additional information about Healthy People 2020, please visit <https://www.healthypeople.gov/>.

HEALTHY PEOPLE 2020 ARKANSAS FRAMEWORK

The Arkansas Department of Health is using Healthy People 2020 as a guide to improving health in our state through the Arkansas Framework. The Healthy People 2020 Arkansas Framework states: “By most measures, Arkansas has some of the worst health indicators of any state in the U.S. Achieving the national target goals for 2020 will require a much greater level of effort and resources in Arkansas than most other states and in many cases may not be feasible.” For this reason, the Arkansas Framework strives to align with the national efforts and objectives while maintaining the unique needs and goals specific to our state.

The Healthy People 2020 Arkansas Framework has 17 Oral Health Objectives and includes national baseline data and target goals, Arkansas baseline data and goals, and the data source for tracking each of those measures.

For the full Healthy People 2020 Arkansas Framework, please see <https://www.healthy.arkansas.gov/images/uploads/pdf/HealthyPeople2020.pdf>.

FUNDING OPPORTUNITY

Delta Dental of Arkansas Foundation (DDARF) seeks to invest available funding in projects designed to improve oral health for all Arkansans using the Healthy People 2020 Arkansas Framework. The use of a nationally recognized framework creates an opportunity to have common objectives and goals with collaborators, partners, and other groups interested in addressing the oral health needs of the state. Oral health is critical to overall health; Arkansas consistently falls in the lowest ranks for the majority of health indicators. Dental, medical, and health professionals understand the importance of working together with the state and nonprofit organizations to create measurable impact to transform communities and lives.

In order to obtain a better understanding of the oral health landscape in Arkansas the Delta Dental of Arkansas Foundation Board of Directors initiated strategic planning in the summer of 2018 led by Blake Communications, Inc. Following facilitated discussions with the Foundation Board of Directors, focus groups were conducted with internal and external stakeholders. Grantees of DDARF and other nonprofits were gathered to help understand community assets and challenges identify opportunities to improve grantmaking, and partner for lasting change. From these discussions, the results were clear: Data, Transforming Communities, and Connecting Oral Health to Overall Health are the priorities for those interested in oral health.

Additionally, the continued evaluation of the results and potential solutions discovered through the planning process identified opportunities to further enhance oral health in Arkansas, specifically using the Healthy People 2020 framework as the common thread touching all three pillars. In 2019, the Foundation used this framework to begin establishing a five-year strategic plan for the Foundation by:

- Assessing the value/impact of current projects and using metrics to evaluate and guide future funding.
- Prioritizing which Healthy People 2020 oral health objectives will have the quickest and most significant impact as a starting point.
- Remaining knowledgeable of Healthy People 2030 oral health objectives for the state.
- Determining and preparing to fund the next set of Healthy People oral health objectives.
- Creating and maintaining key relationships and partnerships to include oral health in the conversation of overall health.

Funded projects will be able to demonstrate successful strategies for creating or expanding integrated services designed to 1) improve oral health outcomes for low-income children, adolescents, and adults in Arkansas and/or 2) to reduce the proportion of untreated dental decay and gum disease in adults. Funded projects must be able to demonstrate efficiency in delivery of services, specifically in regards to addressing barriers created by social determinants of health such as education, geography, special needs, and/or race or ethnicity. A preference will be given to those solutions demonstrating the ability to sustain the project once grant funding has ended.

The Foundation anticipates funding an estimated 10 organizations for 12 to 24 month projects. Anticipated strategies to achieve the goals of this solicitation beyond 24 months may be included to inform and support responses to this solicitation. Total grant funds available for the initiative is up to \$1.3 million. Using Healthy People 2020 (HP2020) as a guideline, the Delta Dental of Arkansas Foundation will initially focus strategic funding on:

- HP2020 Arkansas Framework Oral Health Objective 3 (Reduce the proportion of adults with untreated dental decay) and reducing untreated gum disease (periodontal disease); and
- HP2020 Arkansas Framework Oral Health Objective 7 (Increase the proportion of low-income children and adolescents who received any preventive dental service during the past year).

The Foundation will host a conference call and/or webinar for organizations interested in learning more or asking questions related to this request.

Project elements eligible for funding

DDARF grant funds may be used for, but not limited to: program implementation, salaries and benefits, consultant fees, data collection & analysis, meetings, supplies, project-related travel, education and training, and marketing and communication materials. Expenses in the solution including capital expenditures that are deemed essential to accomplish the outcomes of the Initiative may be considered. Any proposed capital expenditures must be justified in the Budget Narrative.

This opportunity does not fund:

- Budget shortfalls/general operating support of already existing programs
- Intermediary funding agencies
- Grants to/for specific individuals
- Endowments
- Capital campaigns for medical facilities
- General medical research
- Attempts to influence legislation, as prohibited by Section 4945 of the Internal Revenue Code for private foundations

Grant Size/Funding Period:

The total commitment to the SMILES: POSSIBLE initiative is a maximum of \$1,370,000 in combined awards for all grantees. Grant funding will be paid upon the signing of the Grant Agreement in 2020.

WHO IS ELIGIBLE TO APPLY?

In general, your organization is eligible for DDARF funding if it is a 501(c)(3) organization determined to be a public charity under Section 509(a)(1), (2) or (3) of the Internal Revenue Code, or a governmental entity described in Code Section 170(c)(1) or 511(a)(2)(B).

Specific to applicants providing oral health services:

- The applicant must be providing licensed health services to individuals residing within the state of Arkansas and must continue to provide oral health services during the term of the requested grant;
- The applicant must also adhere to Title VII of the Civil Rights Act of 1964 ; and
- The applicant must have the ability to track specific indicators associated with achieving long-term outcomes.

Examples of eligible provider organizations include but are not limited to federally-qualified health centers (FQHC), FQHC look-alikes, school-based health centers, free clinics, public health department clinics, hospital clinics, and other community health centers.

CRITERIA FOR SELECTION

DDARF will use the following criteria for selecting solutions for funding:

- The project must demonstrate a specific and significant need in the community to address Healthy People OH 3 and/or 7.
- The project must demonstrate effective outreach to low-income populations of children and/or adults.
- The staff must demonstrate cultural competency and have appropriate credentials/experience to provide the services.
- The cost of the project must be realistic and relate closely to the scope of the project.
- Preference will be given to projects that demonstrate the ability to sustain programming after funding ends.
- The project must demonstrate a commitment to data gathering and evaluation specific to the Healthy People 2020 target goals.
- Ideal projects will demonstrate active community partnerships.
- The project would ideally refer program participants to a dental home or be implemented within the context of a dental home.*

Organizations will be notified if a site visit will be required by February 15 . Notification of award status will be after the May 1, 2020 Foundation Board meeting.

**The American Academy of Pediatric Dentistry defines dental home as the ongoing relationship between the dentist and the patient, inclusive of all aspects of oral health care delivered in a comprehensive, continuously accessible, coordinated, and family-centered way. Establishment of a dental home begins no later than 12 months of age and includes referral to dental specialists when appropriate.*

APPLICATION PROCESS

Stage 1: Submitting a Full Application

Solution Submission Guidelines.

Solutions will be accepted through the DDARF Electronic submission process only. The electronic application will be available at www.deltadentalar.com by October 15, 2019.

*Complete responses to this Request for Solutions must be submitted **no later than close of business Monday, December 16, 2019.** Faxed, mailed or e-mailed submissions will not be accepted.*

A solution will not be reviewed unless it is complete and includes the following:

I. Title Page.

- A. Project title.
- B. The name and contact information for the specific person at the organization responsible for grant correspondence.
- C. 250 (maximum) word abstract summarizing the proposed project. Please specify if you will address Oral Health Objective 3 and/or 7.

II. Community Definition. Please describe in detail the geographic area in which individuals will be served. Include any data elements necessary to clearly define the area to be served.

III. Statement of Need and Proposed Strategies and Related Activities.

For each of the following sections, make sure you include which Oral Health Objective is addressed.

- A. Describe the need in the defined geographic area for oral health services related to Oral Health Objective 3 and/or 7. Please share any metrics used to define the need.
- B. Describe the barriers preventing individuals from receiving quality oral health services effecting Oral Health Objective 3 and/or 7.
- C. Based on local statistics and other indicators, please indicate the number of individuals your project will serve annually.
- D. Describe the specific services or solutions you propose to provide and/or expand that will address Oral Health Objective 3 and/or 7.
- E. For each Oral Health Objective you will address, describe your outreach strategies to ensure targeted population of individuals will be reached and thereby served.
- F. For each Oral Health Objective your solution will address, describe your existing network of partners and other organizations specific to this solution.
- G. Describe the extent of community engagement related to improving the health of program participants.

IV. Project Assessment and Evaluation.

DDARF is committed to evaluation and data collection. While we do not want to increase administrative burden on grantees there are certain indicators which evidence effective service delivery. In order to work toward standardization of data across our grants we seek to understand your capacity to provide data. The inability to provide the delineated indicators below does not alone exclude the applicant from receiving funding.

- A. Describe how you will demonstrate the improved oral health status of the individuals you serve. (Please include any specific tools or assessments to be used.)
- B. Be specific as to how this data will be captured and reported for each Oral Health Objective your solution addresses, including a description of the roles and responsibilities of staff in this process.
- C. Describe your timeline for evaluating the effectiveness and/or outcomes for your solution.
- D. Indicate whether you are currently or are planning to track the following indicators (Yes/No choice for each):

Number of unduplicated individuals served

Age of unduplicated individuals served

Number of adults with diagnosed but not treated gum disease

Number of adults with untreated dental decay

Number of youth receiving preventive services

Number of oral health risk assessments

Number of referrals to dental home

Number of missed hours of instruction/class time for children due to oral health needs

Number of missed hours of work for adults due to oral health needs

Improvement in oral health status

Oral health education provided

Impact of oral health education

Number of individuals eligible for dental coverage (public or private)

Number of individuals enrolled in dental coverage (public or private)

Please note: If your project is funded, you will be required to report a starting measure and report on available data collection points semi-annually and one year post end of the grant period.

V. Collaboration

Describe any partnerships involved in the proposed project, their specific roles, and the nature of your relationship. If applicable, include other funding sources, service providers, or government agencies.

VI. Sustainability

Please address the following components of sustainability (indicate n/a if not applicable).

- A. Community buy-in/focus and direction. How will the organization keep the necessary community buy-in aligned to the outcomes of the project?
- B. Human resources/professional excellence. What is the plan to recruit, retain and keep needed professionals to ensure the desired outcomes?
- C. Policies/procedures. What policies/processes will be developed to ensure the program will be adopted by the targeted community?
- D. Financial. How will the program be sustained beyond the funded project term? Include the names of funding sources you will likely approach or that have already been approached or potential revenue streams to be developed through program implementation.

VII. Prior Funding

If you have received funding from DDARF in the past three years, please summarize the funding purpose(s), accomplishments and progress to date relating to the project(s).

VIII. Sample Budget

Complete and upload the Implementation Grant Budget Template included as Appendix A.

- A. Provide a budget narrative to define details associated with the funding request, clarify the calculations leading to the budget numbers and provide details that do not fit within the Implementation Grant Budget Template. Please see Appendix B for instructions regarding the Budget Narrative.

IX. ATTACHMENTS.

Only the information that is identified in each of the sections below may be provided as attachments.

A. Budget

Provide a summary expense and income budget for the project.

B. Letters of Agreement

A signed letter of understanding from any organization/partner that is integral to the project.

C. Organization Documentation

Please provide the following:

- a. Agency Mission Statement
- b. Agency Board of Directors
- c. IRS Letter of Exemption
- d. Most recent Form 990 and AG-IL 990
- e. Most recent audited financial statements if available
- f. List of \$10,000+ donors for past 12 months
- g. The name, title, telephone number and email address of the contact for this solution.

Stage 2: Review of Solutions

Upon closure of application, Delta Dental of Arkansas Foundation will review all submitted solutions and contact organizations for clarification as needed.

Stage 3: Site Visits

The Foundation reserves the right to request a site visit as needed for additional information related to a submitted solution. A site visit does not indicate a solution has been approved or denied.

Stage 4: Board Approval

Upon completion of review and site visits as needed, Delta Dental of Arkansas Foundation will submit a slate of suggested solutions to the Delta Dental of Arkansas Foundation Board of Directors for approval at the May 1, 2020 board meeting.

Stage 5: Funding Announcement

Delta Dental of Arkansas Foundation will announce funded solutions no later than June 2020.

TECHNICAL ASSISTANCE/QUESTIONS

Questions should be directed to Delta Dental of Arkansas Foundation located at:
Delta Dental of Arkansas Foundation
1513 Country Club Road
Sherwood, AR 72120
Phone: (800) 462-5410
www.deltadentalar.com

Main contact of DDARF's SMILES: POSSIBLE Initiative:
Chrissy Chatham, Executive Director
cchatham@deltadentalar.com

Other staff at the Foundation who may be contacted:
Sedella White, Foundation Coordinator
swhite1@deltadental.com

APPENDIX A – Budget Information

The Project Budget has five functional categories: Revenue, Program Staff, Other Direct Costs, Purchased Services and Overhead/Indirect Costs (not otherwise accounted for).

1. REVENUE

Other revenue sources for this project should be listed. You should include the total amount you are requesting from Delta Dental of Arkansas Foundation in the Foundations line. If no other revenue is expected, enter "0" for those amounts.

2. PERSONNEL

Include salary, fringe benefit expenses and taxes for all staff dedicated to this program.

The roles, credentials, time commitment and identity (to the extent known) of staff to be engaged in the project should be detailed in the Budget Narrative Section of the RFS.

- A. Organization Leader: details specified
- B. Project Director: details specified
- C. Project Staff/Other Staff – Provide the total salary and fringe benefit cost in the Project Budget.

3. NON-PERSONNEL

Any item which does fit within a listed category should include a brief description in the template and described in “Other Expenses” in the budget narrative.

4. OVERHEAD/INDIRECT COSTS (not otherwise accounted for)

Do not use indirect costs based upon a percentage of the project as the means to pay indirect costs. However, costs will be considered covering specifically delineated overhead or indirect costs not otherwise accounted for.

Budget Narrative Information

The purpose of the Budget Narrative section of the RFS is to help DDARF better understand the scope and nature of your proposed project and to provide details that do not fit within the Project Budget Template. The Budget Narrative should concisely explain how you arrive at the numbers in your Project Budget, specifically you should provide an explanation of both the Total Budget Year and the funding requested from DDARF. Additionally, provide details information related to personnel and purchased services.

PURCHASED SERVICES

If needed, detail the calculation used to determine the amount requested in the budget. See example below. Any item which does not fit within a listed category should be described in “Other”.

- A. Consultants
- B. Contracted Professionals
- C. Other

Example:

Contracted Professionals: Funding in the amount of \$ _____ is requested for a subcontract with (institution or company) for (brief statement of work). These funds are requested from DDARF.