

Crafting a Competitive Grant Application Webinar

Agenda



- Host- Shanen Wright, Program Director
- Quality Insights Overview – Marc McCombs, Communications Director
- Overview of Grant Opportunity – Amy Weiser, Project Manager
- Demonstration of Grant System – Kasey Stevens, Communications Specialist
- Budgeting – Samantha Kirk, Financial Analyst
- Questions and Answer – All above, and Lisa Dye, Chief Financial Officer; Tina Vehorn, Director of Contracts and Compliance

Quality Insights Overview

Marc McCombs, Communications Director



1973 Happenings



- The Vietnam war ended, and the World Trade Center opened
- The inventor of the cell phone placed the first call
- "Tie a Yellow Ribbon 'Round the Ole Oak Tree" was the number one pop song
- Gas cost 39 cents a gallon!

Quality Insights was founded with a mission of improving health and healthcare

1973

Founded in West Virginia. Specialized in medical record review.

1993

Began focusing on population-based quality improvement.

2000s

Rapidly grew to provide quality improvement consulting throughout the Mid-Atlantic region and across the country. Became Quality Insights.

2023

Provide data-driven, outcome-focused solutions built on analytics, information technology, education, and continuous quality improvement.

We translate health care quality improvement science and best practices from the bookshelf to the care setting and the community.



Simply Put: We work behind the scenes to help bring about better health and care for everyone.



Through collaboration, we believe the best health outcomes for every person can become a top priority in every community.

The Quality Insights Way

VISION
To be a leading catalyst for data-driven health and healthcare quality improvement

PURPOSE
To improve health and healthcare

CORE VALUES
Integrity • Equity
Service • Collaboration
Continuous Learning
Data-Driven



CHANGE AGENT

Achieve health and healthcare improvement by creating the motivation and ability to transform behavior.



CONNECTOR

Grow our community of stakeholders engaged in building systems that optimize health.



DECISION PARTNER

Transform data into information, and information into insights that deliver value and drive better decisions.

All of our actions and services flow from the Quality Insights Way

Our Services

We provide four major services.



Education and Outreach

We synthesize best practices, science and data into actionable learning resources for healthcare providers, patients and communities.



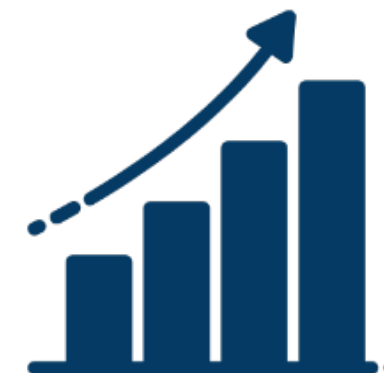
Collaboration

We inclusively bring diverse groups of clinicians, patients, communities and stakeholders together to learn with and from each other.



Data Science/Analytics

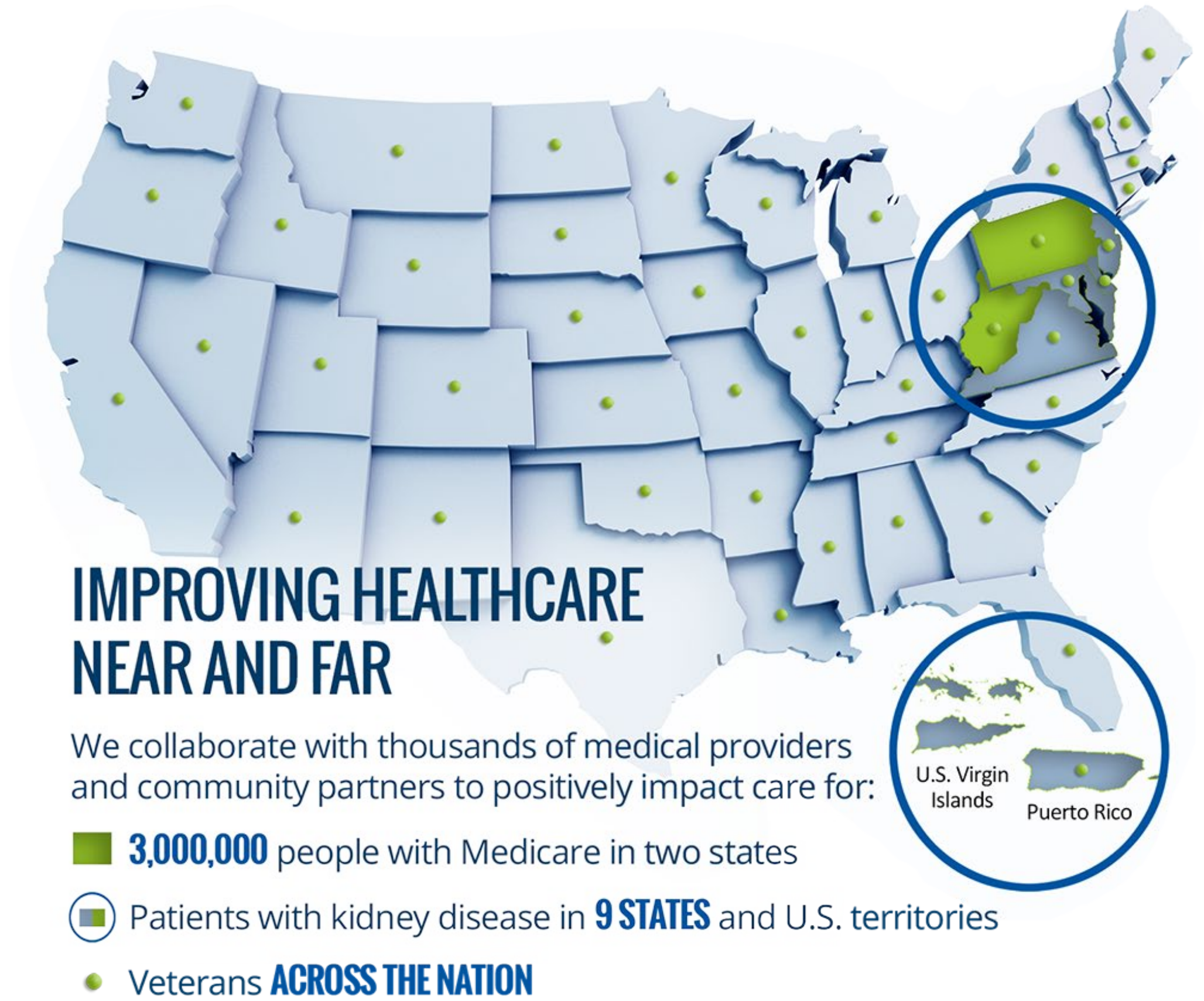
We collect, validate and analyze health data, develop recommendations for improving quality, and evaluate the efficacy of programs and measures.



Outcomes Improvement

We help clinicians improve quality and efficiency through implementing patient-centered processes, new technologies, chronic disease management, and delivery of preventive services.

Where We Work




- **Improving care in Nursing Homes**

- Quality Insights is currently offering no-cost education, tools, resources and **hands-on assistance to 585 nursing homes** in West Virginia and Pennsylvania. That represents 90% of all of the homes in WV and 70% off all homes in PA.
- We also helped every one of those facilities update or implement safe visitor policies, cohort plans and public health emergency preparedness plan.


- **Founding and Supporting Community Coalitions**

- Under our Partnership for Community Health initiative, Quality Insights has formed 13 community coalitions (6 in WV and 7 in PA) covering the entire geography of each state and its corresponding residents with Medicare.
- Work to reduce avoidable hospitalizations and improve prevention and care for chronic disease.



- 
- **Helping improve care and support for patients with end-stage renal disease.**
 - Since 2020, across our 9-states and territories where we provide End-Stage Renal Disease Network services, we have:
 - Transitioned nearly 9,000 patients to a home dialysis modality
 - Helped more than 7,000 dialysis patients receive a Kidney Transplant
 - Added approximately 9,000 dialysis patients to a Kidney Transplant waitlist
 - **Making a difference in the opioid crisis**
 - In 2017, we made a million-dollar staff and resource commitment to Marshall University and the Healthy Connections coalition in Huntington.
 - Of note is a public service campaign Quality Insights designed to reduce the stigma of substance use disorder in the Huntington area

Recent Highlights

- 
- **Working nationally to measure and improve care**
 - Collect data from every VAMC in the country and develop the reports VA uses for Quality Improvement
 - Supported 5,000 Home Health Agencies in a national campaign impacting home health care in every state
 - Helped 6,000 clinicians adopt and meaningfully use electronic medical records in WV, PA and DE.

Our emphasis on data-driven health and healthcare quality improvement continues to inspire us to make healthcare better for everyone.

Overview of Grant Opportunity

Amy Weiser, Project Manager



Eligibility and Funding Amounts



- ELIGIBILITY

- This grant program is available to non-profit organizations and educational institutions in the following U.S. states and territories: Delaware, District of Columbia, Maryland, New Jersey, West Virginia, Virginia, Pennsylvania, Puerto Rico, and the U.S. Virgin Islands.

- FUNDING AMOUNTS

- Quality Insights expects to award \$100,000 in total. We estimate eight to 15 awards in amounts up to \$20,000.

Priority Areas



To be considered, grant requests should address one or more of the following priority areas.

- Provider Care



- **Healthcare provider and staff burnout:** Mental health support, physical support, (Joy in Work, IHI Framework; Happy, Healthy, Productive People), incentive and reward programs



- **Staffing solutions:** Strategies for hiring, retaining, and marketing to benefit healthcare entities such as nursing homes, hospitals, physician practices, etc. (**Work must support the setting. Group or individual facilities not eligible for grant funds.**)

Priority Areas Cont.

- **Grassroots**



- **Care for veterans:** Homelessness, substance use disorders, mental health, food insecurity, job training, access to healthcare



- **Social determinants of health:** Access to healthcare, transportation for healthcare needs, health literacy/health equity, population health for vulnerable populations, etc.



- **Chronic disease management and patient self-management:** Hypertension, diabetes, prediabetes, COPD, asthma, etc.



- **Substance use disorder:** Homelessness, food insecurity, medication assisted treatment, transportation, mental health/behavioral health, job training, maternal/child health, dental health

Priority Areas Cont.

• Education & Research

- **Preventive health education:** Immunizations, health screenings (colorectal, breast, lung cancer screenings), annual wellness visits, diet/exercise/healthy lifestyle, mental hygiene/wellness
- **Volunteer/peer training in a health related field:** National Diabetes Program lifestyle coaching, Meals on Wheels, etc.
- **Data:** Studies and data that support health sciences and continuous quality improvement, population health, and/or vulnerable populations
- **Application development for healthcare related need:** Free, easy to access, multi-lingual
- **Workforce training:** Promoting and supporting careers in healthcare at all levels

Areas of Exclusion

- Quality Insights will not provide grant funding for:
 - Academic scholarships
 - Endowments
 - General operating costs
 - **Individuals**
 - Retroactive funding
 - Salary and benefits not directly supporting the goals of the grant
 - **Matching funds for federal or other grants and awards**
 - Political campaigns and legislative lobbying efforts
 - Projects that exclusively serve religious purposes
 - Building or capital campaigns
 - **Organizations or programs and/or provider services that are based primarily outside the designated geographic areas**
 - Debt reduction
 - Projects that are not directly related to the funding priorities
 - Broad, unfocused requests
 - Legal services
 - Equipment purchases
 - Promotional giveaways/items, gift cards or gifts



Key Provisions:



- Organizations may submit only one application.
- The award and administration of grants are subject to applicable laws, regulations, and policies.
- **Awardees must sign a grant agreement and comply with the terms and conditions.**
- Any work product resulting from the grants may not be copyrighted or otherwise protected, making it free for use in the public domain.
- Produced materials must acknowledge Quality Insights as grant funder, include our logo where applicable, and adhere to our branding standards. Materials that use our logo must be reviewed and approved.
- **Awardees may be asked to attend a Baltimore/Inner Harbor area kickoff event/awards ceremony to present project goals and planned activities, and/or an outcomes summit (in-person or virtual) at the end of grant performance period. If requested to attend in person, Quality Insights will cover the cost of travel.**
- Alternatively, awardees may be asked to provide a video documenting the goals and/or success of the project to be presented at the kickoff event and/or outcomes summit.

– For more key provisions please visit our grant webpage at www.qualityinsights.org/50



Our Values

- Integrity
- Equity
- Service
- Collaboration
- Continuous learning
- Data Driven



Key Considerations/Criteria



- Impact
- Feasibility
- Capacity
- Alignment and Collaboration
- Potential for Spread or Replication

Key Takeaways



- We are really looking for projects that advance health and health care which align with our corporate values.
- Collaboration is important; it could be within your institution, with others, or with us.
- The grant kickoff, reports, and publication requirements are designed to make sure you are successful with your project.

Key Timeline



June 30, 2023	Electronic Submission Due Date. Must be received by 2 p.m. EST
August 15, 2023	Anticipated Notice of Award (Awardees posted on website)
September 1, 2023	Grant period of performance begins
October 2023	Kickoff event/awards ceremony, location TBD
August 15, 2024	Draft Final Report due
August 31, 2024	Grant period of performance ends and Final Report Due
October 2024	Grant Outcomes Event, TBD

Demonstration of Grant System

Kasey Stevens, Communications Specialist



Registration Page

qualityinsights.org



Register

Start here

1

Register an account.

2

Start your application (save it in-progress).

3

Submit your application to be reviewed.

Best of luck!

For any questions, please contact [Kasey Stevens](#)

First name

Last name

Email

kstevens@qualityinsights.org

A Good Grants user already exists with that email address. Please log in instead.

Password

Must be at least 12 characters, including a number, an uppercase and a lowercase letter and a special character.

.....

Confirm password

Log in

Email or mobile

?

kstevens@qualityinsights.org

Password

.....

☐ Remember me

Log in

[Forgot password](#)

or log in with

Google

Facebook

Twitter

Immediately after logging in





Quality Insights 50th Anniversary Grant Application

Start application

My applications

Hello, Kasey Stevens!

[Advanced](#)



Start Application



Quality Insights

ApplyReview

Kasey Stevens

Applications

My applications → Quality Insights 50th Anniversary Grant Application → Start application

All questions must be answered, unless marked optional.

Introduction

Organization & Contact Information

Project Information

Project Details

Project Lead

References

Project Budget

Sign & Submit

Category

50th Anniversary

Download blank application PDF for reference

Application name

OVERVIEW

Quality Insights is a non-profit organization dedicated to improving health and healthcare. Founded in 1973, we are celebrating 50 years of using quality improvement science, education, and collaboration to develop and bring best practices to health care settings and communities. As change agents, connectors and decision partners, we have assisted tens of thousands of clinicians, impacting millions of patients. Odds are, we have reached you.

To give back to the communities we serve and advance our vision of catalyzing community- and data-driven health and healthcare quality improvement, we are issuing grants totaling \$100,000 to spark innovation or give a boost to promising projects.

Learn more about eligibility, funding amounts, priority areas, and the application process by reviewing this grant application document.

Together, we can improve health and care.

ELIGIBILITY

This grant program is available to non-profit organizations and educational institutions in the following U.S. states and territories: Delaware, District of Columbia, Maryland, New Jersey, West Virginia, Virginia, Pennsylvania, Puerto Rico, and the U.S. Virgin Islands.

FUNDING AMOUNTS

Quality Insights expects to award \$100,000 in total. We estimate eight to 15 awards in amounts up to \$20,000.

PRIORITY AREAS

To be considered, grant requests should address one or more of the following priority areas.

Provider Care

Strategies to address work-related stress and burnout among clinicians and staff

Approaches for addressing workforce deficiencies within a healthcarGrassrootse setting (e.g., nursing homes, hospitals, clinician offices, etc.).

Project Details Upload



IntroductionOrganization & Contact InformationProject InformationProject DetailsProject LeadReferencesProject BudgetSign & Submit

Description of services proposed or product to be developed

Upload description of services proposed or product to be developed. If used, type "uploaded below" in the text box above. (optional)

Drag your file here
or

Select file

Population to be served

12-month work plan and timeline (assuming Sept. 1, 2023-Sept. 30, 2024 performance period). Include key milestones and/or anticipated measureable outcomes.

Drag your file here
or

Select file

Save + nextCancel

Please select a category and application name.

Need help?

Project Budget Upload



Introduction

Organization & Contact Information

Project Information

Project Details

Project Lead

References

Project Budget

Sign & Submit

[Download the budget template available here.](#)

Upload completed budget template into the space below.

⬆

Drag your file here

or

Select file

Please list any funding you are providing. If no funds being provided, leave blank. (This is not required.) (optional)

Save + next

Cancel

Please select a category and application name.

Need help?

Sign & Submit



- Introduction
- Organization & Contact Information
- Project Information
- Project Details
- Project Lead
- References
- Project Budget
- Sign & Submit

[↗](#)

Successful grantees will be expected to complete a grant agreement similar to the one linked. Be sure to check it out to understand the implications of receiving the grant. [Sample Grant Agreement](#)

By typing your name below, this will serve as your signature of an official authorized to bind your organization to this application.

Save + next Cancel

Please select a category and application name.

Budgeting

Samantha Kirk, Financial Analyst



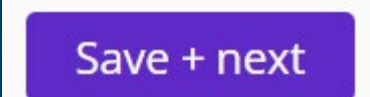
Project Budget



- Within the grant application screen, click on the “Project Budget” tab.
- Click the [Download the budget template available here.](#) link.
- Open the Grant Application – Budget document from the pop-up at the bottom of the screen.
- Save the budget document with your company name or project name.
- Complete the following sections within the budget template:
 - Grant Budget tab:
 - Labor: Position, Hourly Rate and # of Hours
 - Consultants: Consultant Name, Hourly Rate and # of Hours
 - Overhead: Explanation of Overhead Base and Cost (dollar amount or formula)
 - Travel
 - Staff Traveling, Purpose, Miles, Lodging, Meals, Other, and Details of Other Costs

Project Budget



- Travel Tab:
 - Staff Traveling, Purpose, Miles, Lodging, Meals, Other, and Details of Other Costs
- Other Direct Costs Tab:
 - Type of Cost, Description, Unit Cost, and Units.
- Note: All other cells will automatically calculate and or populate.
- Save the grant budget document.
- Upload the budget document by dragging the file to the drop box, or selecting the file from your compute.
- Click  or 