

DEPARTMENT OF HEALTH CARE FINANCE

NOTICE OF FUNDING AVAILABILITY

Business Transformation Grant

The District of Columbia Department of Health Care Finance (DHCF) announces a Notice of Funding Availability (NOFA) for a grant opportunity with funding from the American Rescue Plan Act (ARPA) of 2021 to provide technical assistance to healthcare providers enrolled in the District's Medicaid program. This technical assistance program will 1) provide a brief, stakeholder assessment of Medicaid providers' needs for legal analysis, budgeting, and business development support; and 2) design and deliver appropriate resources to meet these needs. Together these activities support Medicaid provider practice transformation and facilitate integrated whole-person care by enhancing providers' ability to assess business and governance models. Examples of activities may include financial analysis or simulations to assess the potential of value-based care models; measurement approaches that promote shared accountability, evaluation of governance models or joint ventures and contracting relationships; and workflow analyses or improvements to increase efficiencies at the practice level.

The Business Transformation Grant responds to recommendations from the Mayor's Commission on Healthcare Systems Transformation, specifically responding to recommendations to: "Facilitate health system integration by providing legal and regulatory technical assistance to providers who wish to develop clinically integrated networks (CINs), Accountable Care Organizations (ACOs), and Independent Physician Associations"; and to "Make key investments and policy changes to promote system integration for accountable care transformation, a) Invest in practice transformation capacities, and b) Ensure alignment and integration to enable accountability."

The successful applicant will provide business and legal support to build the capacity of Medicaid providers to plan for and engage in strategic affiliations and financial restructuring by providing three program components: (1) Analysis and Planning Support; (2) Legal and Business Consulting; and (3) Technical Assistance (TA). The Director of DHCF has authority to issue grants under Section 6(4) of the Department of Health Care Finance Establishment Act of 2007, effective February 27, 2008 (D.C. Law 17-109; D.C. Official Code 7-771.05(4) (2012 Repl.).

A Request for Application (RFA) will be released under a separate announcement with guidelines for submitting the application, review criteria, and DHCF terms and conditions for applying for and receiving funding. The base year performance period is the date of award to September 30, 2022. If DHCF decides to award the option years, option year 1 will be from October 1, 2022 to September 30, 2023 and option year 2 will be from October 1, 2023 to March 31, 2024.

Program Description

DHCF's Business Transformation Grant will provide one (1) multi-year (FY22-24) grant of up to \$500,000 per year to deliver tailored business and legal consulting and TA to District Medicaid providers who wish to transform their practice to increase financial efficiency, improve client outcomes, remove barriers to care, and ensure continuity of care for low or moderate income

District residents. The grantee will assess practice readiness and planning and provide targeted TA to support healthcare organizations to support strategic affiliations and financial restructuring.

Subject to the availability of funds, the grant shall have a base year (not to exceed \$500,000), option year 1 (not to exceed \$500,000), and option year 2 (not to exceed \$500,000).

Eligibility Requirements:

Applicants must have a demonstrated record of:

1. Legal and business expertise in healthcare and nonprofit management, including strategic affiliations such as mergers and joint ventures.
2. Demonstrated experience providing tailored TA and training to Medicaid providers on optimizing legal, business, and financial operations.
3. Understanding of the District's Medicaid provider landscape including workflows, challenges, and opportunities with managed care.
4. Demonstrated expertise with value-based payment methodologies that further whole-person care, including implementation of population health strategies that meet Learning and Action Network (LAN) categories 2-4.

All applicants must also be registered organizations in good standing with the DC Department of Consumer and Regulatory Affairs (DCRA), Corporation Division, the Office of Tax and Revenue (OTR), the Department of Employment Services (DOES), and the Internal Revenue Service (IRS), and demonstrate Clean Hands certification at the time of application.

An RFA will be released on or around Friday January 28th, 2022. The application package will be available online at <https://communityaffairs.dc.gov/content/community-grant-program> and the DHCF website (<https://dhcf.dc.gov/page/dhcf-grant-opportunities>).

DHCF will hold a pre-proposal conference on or around February 4th, 2022 at 2:00 PM via Microsoft Teams. Prospective applicants must provide an email address to DHCF to receive notification of amendments or clarifications to the RFA.

Completed applications must be received on or before 4:00 PM on Monday, February 28th, 2022 by DHCF c/o Brion.Elliott@dc.gov. Applicants will receive an email receipt notification to verify that their application has been received. No applications will be accepted after the submission deadline. All eligible applications will be reviewed through a competitive process.

For additional information, contact Elizabeth Garrison, Project Manager, DHCF, Health Care Reform & Innovation Administration at Elizabeth.Garrison@dc.gov.