

## **Mental Health Competitive Grant Opportunity**

### **Bidders Conference Q&A**

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The Blue Cross® Blue Shield® of Arizona Foundation for Community & Health Advancement is accepting mental health grant proposals through April 4, 2022, for programs or applied research that expand statewide resources, reduce stigma, and connect people to care.

Thank you to all who attended our bidders conference on March 15, 2022. We are recapping all the questions asked during the conference along with the answers. Any new questions may be sent to [info@azbluefoundation.org](mailto:info@azbluefoundation.org).

### **Project-Specific**

#### **How does this grant opportunity define “access”?**

An access-focused project can take shape in a myriad of ways. The Foundation’s goal is to make it easier for Arizonans to get mental health support and services when they need them. An example of a project might be an applied research project to understand why Arizona has a scarcity of mental health providers, or one that looks at how telehealth can be made more accessible in rural areas.

#### **If we are applying for a new program, how do we address the question of including evidence of existing data and outcomes to support the efficacy of the program?**

Potential ways to show efficacy for a new program could include a detailed program description that includes proposed outcomes as well as theories, models, and/or frameworks that the program is built upon. Organizations might also provide evidence-based registries and/or peer-reviewed research of the program concept or program components as part of the program description.

#### **How do you define billable services? If the youth counseling services we provide are delivered at no charge would they fit the guidelines for funding?**

Billable services are those that are eligible for payment and/or reimbursement by a health insurance plan or other coverage, such as AHCCCS or Medicare.

#### **Are vehicles considered capital expenses if they are utilized to provide mobile counseling services?**

A vehicle purchase is considered a capital expense. Foundation funding must go to direct project expenses. For example, staff time on the vehicle or program supplies would be considered a direct project expense.

**Would training CHWs in mental health interventions and their application be considered applied research?**

Without additional detail about what is being addressed, measured, and impacted by engaging CHWs, it is difficult to confirm whether this proposal would be an applied research project.

An applied research project is one that seeks to solve a specific problem or provide solutions to an issue that affects individuals, groups, or society.

The Foundation will fund both applied research and program proposals that impact mental health in communities across our state.

**Would the SMART goal examples you shared qualify under mental health?**

The SMART goal examples were intended to illustrate the approach, but not specifically mental health-related examples. We shared examples unrelated to mental health to give the audience a fresh perspective on how to structure SMART goals.

**Can the proposal span over 2 or 3 years for consideration of annual re-award?**

Foundation grant funding is for a 12-month term. The mental health competitive grant term is June 1, 2022 – May 31, 2023.

The Foundation does not provide multi-year funding, so organizations proposing projects that span multiple years would want to show how it will braid funding sources to complete the project.

**Is there a scoring card?**

All proposals are evaluated by reviewers who use a scoring rubric. A committee of subject-matter experts review and discuss all proposals received to identify which proposals will ultimately be funded.

## **Funding Opportunities**

**Can organizations apply for mental health funding later in the year, or will this be the only opportunity?**

There is only one competitive grant opportunity focused on mental health in 2022. However, organizations may apply during one of our discretionary grant cycles.

The next discretionary cycle opens May 2, 2022, at which time organizations may submit a letter of interest. [Visit our website for all the details.](#)

**What is the time frame for discretionary grants? Where can one learn more about the discretionary grant program?**

You'll find all the details about our discretionary grants and cycles on our [website](#).

**Will there be a pre-conference for other funding opportunities that the Foundation offer this year?**

Only the competitive mental health RFP grant opportunity in 2022 will have a bidders conference. Organizations will find all the details about the Foundation discretionary grants on our [website](#).

**Any idea how many awards you'll be making?**

The Foundation's goal is to fund a wide variety of projects to increase collective impact, so there is no predetermined number of awards. We are looking for projects with the strongest potential for impact, and alignment between the budget, project activities, and measurable outcomes.

**Will you be discussing other funding opportunities outside of mental health?**

The March 15 bidders conference was specific to our 2022 competitive grant opportunity. We invite organizations to visit our website to learn about our other [grant opportunities](#) and additional focus areas, which include [substance use disorder](#), [chronic health conditions](#), and [health equity](#).

## **Eligibility**

**Is there a match required?**

Organizations that apply for Foundation funding are not required to match the funding amount.

**Can funding be requested for programs/initiatives anywhere in Arizona or only in certain geographic locations (i.e., Phoenix area)?**

Yes! In fact, we encourage it. The Foundation is looking to expand resources and support mental health in all counties of our state.

**The application website mentioned government entities are eligible. Is that not the case anymore?**

The Foundation prioritizes funding to non-profit organizations and academic institutions in line with our structure as a 501(c)(3) private, non-operating foundation. We recommend that organizations that have questions about their specific status email us at [info@azbluefoundation.org](mailto:info@azbluefoundation.org).

**If we have applied for BCBSAZ funding under another category, may we apply for this funding also?**

Yes, we accept multiple applications as long as each one is for a separate project. Organizations may also apply for competitive and discretionary grant funds. Organizations are also eligible to apply for both Foundation and Corporate Giving (via BCBSAZ) funding.

We do look at the total we're giving to any one organization in evaluating requests. We have a finite amount of dollars and community need is great, so it's vital that Foundation funding supports a variety of projects and partners.

**We're a national organization, but have 7 chapters in AZ and are looking to propose a project specifically for AZ veteran outreach. Are organizations headquartered out of state but with a focus specifically in-state eligible?**

Yes, as long as the project is focused in Arizona for the benefit of Arizonans. The Foundation looks for mutual mission alignment with local organizations when considering funding requests.

**We are a non-profit and Native owned; are we required to apply through Native American Connections (NAC)?**

Your organization may apply directly. There is no requirement to apply through Native American Connections.

**Can non-501(c)(3) organizations partner with a non-profit or academic institution to apply for the grant?**

We would recommend that the non-profit or academic institution be the one to apply for grant funding, specifying a sub-contracting arrangement with the non-501(c)(3) organization.

## **Application Process**

**Can we get a copy of the RFP that has all the requirements? Is there a way to see the grant application without enrolling through the portal so we can start working on it?**

The RFP is only available on the Arizona Community Foundation (ACF) [website](#) for the competitive mental health grant opportunity.

What we recommend is that any organization interested in applying for funding set up an account, if you don't have one already, with ACF. Then, log in to view all the RFP questions. Those who want to work on the responses outside of the system can easily copy the questions and add them to a Word document.

**If we've applied through ACF in the past (this year) do you know if we have to create a new log-in for this application?**

The ACF grantee login you created will give you access to the Foundation's mental health grant application.

**When is the deadline? The application on the ACF website says 11 p.m. MST.**

The deadline for submitting proposals is 5 p.m. MST on April 4, 2022. A system error caused the incorrect time to display.

**Where can we request the slides shared during the conference?**

The slides are included in the [bidders conference recording](#) for easy reference.

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