



Funding Opportunities with USDA

Speakers: Shekinah Bailey and Steve Troendle

Thursday, November 17, 2016

2 to 3 PM MST • 12 to 1 PM AKST • 11 to 12 PM HST

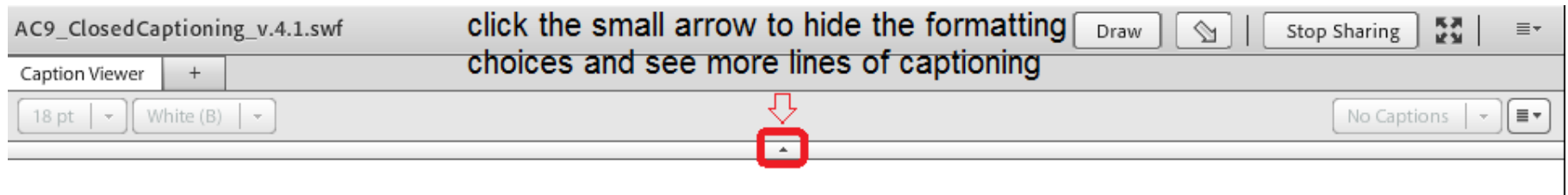
HTS, a department of Mountain-Pacific
Quality Health Foundation

Welcome

- ❑ Thank you for spending your valuable time with us today.
- ❑ This webinar will be recorded for your convenience.
- ❑ A copy of today's presentation and the webinar recording will be available on our website. A link to these resources will be emailed to you following the presentation.
- ❑ All phones will be muted during the presentation and unmuted during the Q&A session. Computer users can use the chat box throughout the presentation.
- ❑ We would greatly appreciate your providing us feedback by completing the survey at the end of the webinar today.

Closed Captioning

- ❑ Closed captioning will appear under today's presentation. To see more lines of captioned text, click the small arrow below.

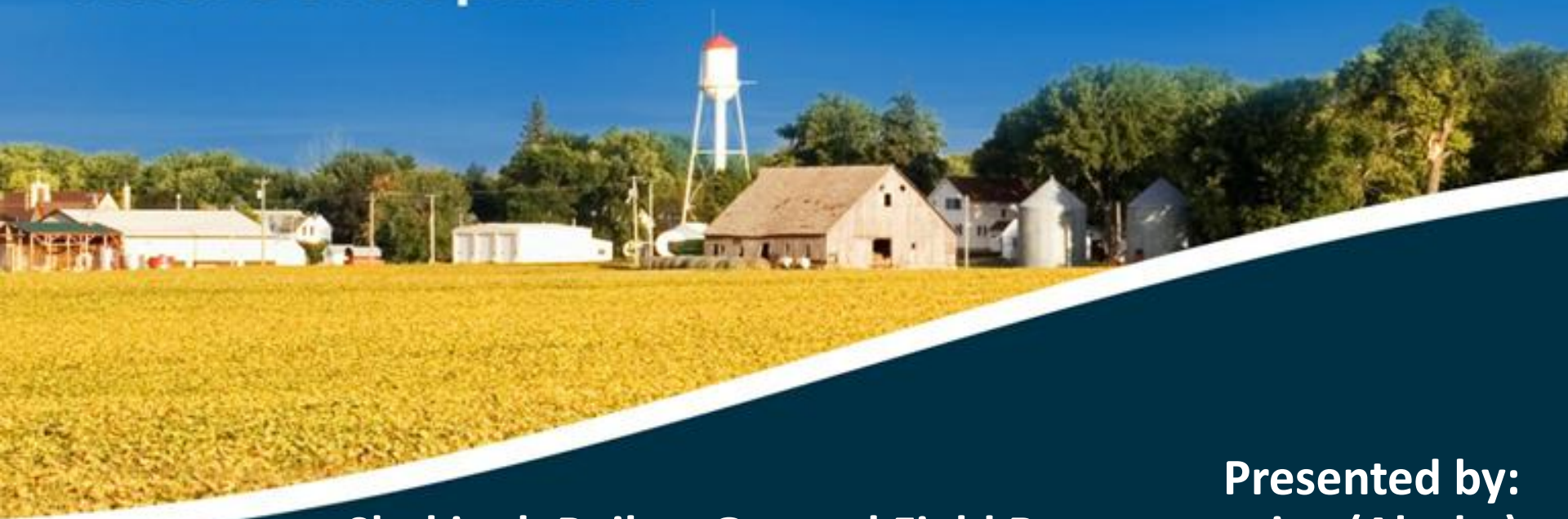


- ❑ Mountain-Pacific holds the Centers for Medicare & Medicaid Services (CMS) Quality Innovation Network-Quality Improvement Organization (QIN-QIO) contract for the states of Montana, Wyoming, Alaska and Hawaii, providing quality improvement assistance.
- ❑ HTS, a department of MPQHF, has assisted 1480 providers and 50 Critical Access Hospitals to reach Meaningful Use. We also assist healthcare facilities with utilizing Health Information Technology (HIT) to improve health care, quality, efficiency and outcomes.



United States
Department of
Agriculture

Rural Development



Presented by:

Shekinah Bailey, General Field Representative (Alaska)

Distance Learning and Telemedicine Program

USDA Funding for Telemedicine

Billings, Montana – November 17, 2016

Distance Learning & Telemedicine Grant Program

Improves Distance Learning or Telemedicine Services in Rural America by funding the purchase of equipment that allows rural residents to access distance learning or telemedicine services from hub sites located in larger urban or suburban areas and reduces the need to travel long distances for medical services or educational opportunities.

Telemedicine

- *Telemedicine* utilizes a telecommunications link to an end user through the use of eligible equipment which electronically links medical professionals at separate sites in order to exchange health care information in audio, video, graphic, or other format for the purpose of providing improved health care services primarily to residents of rural areas.

DLT Grant Program

- Funding Level in 2016: \$19 million
- Minimum Grant amount is \$50,000
- Maximum Grant Amount is \$500,000

Only grants were available-no loans
or combo loan/grants

DLT Grant Program

FY 2015

- **191** applications submitted: **\$38 million**
- **75** applications approved: **\$23 million**

FY 2016

- **182** Applications submitted for **\$55 million**
- **81** Applications awarded for **\$23.3 million**
- 36 Telemedicine; 45 Distance Learning
- 69 Awardees had “Special Consideration Points”: Tribal Areas, Strike Force, Promise Zones
- Awards: <http://www.rd.usda.gov/files/DLT-CHART-July-14-2016.pdf>

Applicant Eligibility

The following entity types are eligible to apply:

- Incorporated organization or partnership;
- Indian tribe or tribal organization, as defined in 25 U.S.C. 450b (e);
- State or local unit of government;
- Consortium as defined in 1703.102; or
- Other legal entity, including a private corporation organized on a for-profit or not-for-profit basis.

Categories of eligible grant purposes

There are three categories of eligible grant purposes:

1. Acquiring, by lease or purchase eligible equipment. If leased, the cost of the lease during the three year life of the grant is eligible.
2. Acquiring instructional programming that is a capital asset (including the purchase or lease of instructional programming already on the market).
3. Providing technical assistance and instruction for using eligible equipment. The costs for this category cannot exceed 10% of the grant amount requested or 10% of the eligible matching funds calculated separately.

Eligible Equipment

The following are examples of eligible equipment.

- Computer hardware and software
- Audio and video equipment
- Computer network components
- Telecommunications terminal equipment
- Data terminal equipment
- Interactive audio/video equipment
- Inside wiring

The application must demonstrate both that the predominant purpose (50% or more of use) of every line-item in the grant and match budget meets the DLT Grant definition of distance learning and/or telemedicine. All equipment must be new.

Ineligible Equipment

Sample Ineligible purposes:

- Acquiring, installing, or constructing telecommunications transmission facilities
- Medical equipment not used primarily for telemedicine (50%+)
- Salaries or administrative expenses
- Application preparation costs
- Purchase of land, buildings, building construction, site development, or destruction or alteration of buildings.

See the DLT Application Guide for a more comprehensive list.

Objective Criteria

Rural Area (*Rurality*): This criterion measures rural benefit. The score threshold for the application to be considered in the competition at all is 20 points. This category based on Census data (up to 45 Points).

Economic Need (*NSLP*): This criterion measures the general economic need of the area through the use of statistics from the National School Lunch Program (NSLP) (up to 35 Points).

Matching Funds (*Leveraging*): The DLT program requires a minimum match of 15%. Higher matches receive more points. There are special matching provisions for American Samoa, Guam, Virgin Islands, and the Northern Mariana Islands (up to 35 Points).

Matching Funds

Matching funds can either be cash or equipment used for the project or may be in-kind contributions from a third party.

- Matching funds must be for a purpose that would be otherwise eligible for grant funding (i.e., No salaries, administrative expenses, or other items prohibited from grant funding) and must be integral to the overall DLT project.
- The value of in-kind contributions must be supported. Vendor discounts are not an eligible in-kind contribution
- Only new equipment may be used in a DLT project; donations or use of partially or fully depreciated equipment are not allowable as match.

Changes for 2016

1. In-Kind Match from Vendors

RUS determined that vendor donated matches do not have value without a corresponding purchase of additional equipment from the vendor. For example, in many of the applications, software licenses were donated in support of grant applications. Without a corresponding purchase of the same vendor's equipment, this donation would have no value towards the project. This is considered a vendor discount which has never been eligible under the program.

Changes for 2016 (Con't)

2. Special Consideration Points – RUS expanded the definition of end-user sites eligible for Special Consideration Points. End-user sites located in “Strike Force” or “Promise Zone” areas are now eligible for the Special Consideration. Please see Section C-8 (Page 23) in Application Guide for further guidance.
3. Evidence of Legal Existence and Legal Authority – RUS will now accept an active registration in the System for Award Management (SAM) as evidence of legal existence and legal authority to contract with the Federal Government. The registration must be in the name of the applicant with the applicant’s DUNS number, not in the name of a parent, subsidiary or other affiliated entity.

“Special Consideration”

Projects that contain at least one end-user site within a trust area or a tribal jurisdictional area, a “Strike Force” area or a “Promise Zone” will gain 15 extra points if...

... the applicant can document with a map showing the end-user site(s) located in the Special Consideration area, as well as the geographical coordinate(s), and physical street address(es) of the end-user site(s).

Questions?

RUS General Field Representative Areas and Contact Information:

Alaska: Mr. Shekinah Bailey - shekinah.bailey@wdc.usda.gov

Idaho: Eastern WA and Eastern OR: Mr. Joe Bradley - joe.Bradley@wdc.usda.gov

Western Oregon and Washington: Mr. Steve Coyner - steve.coyner@wdc.usda.gov

Utah: Mr. Randall Dinogan - Randall.Dinogan@wdc.usda.gov

Wyoming and Montana: Mr. Kim Jacobs - kim.Jacobs@wdc.usda.gov

Hawaii: Mr. Rocky Chenelle - rocky.chenelle@wdc.usda.gov

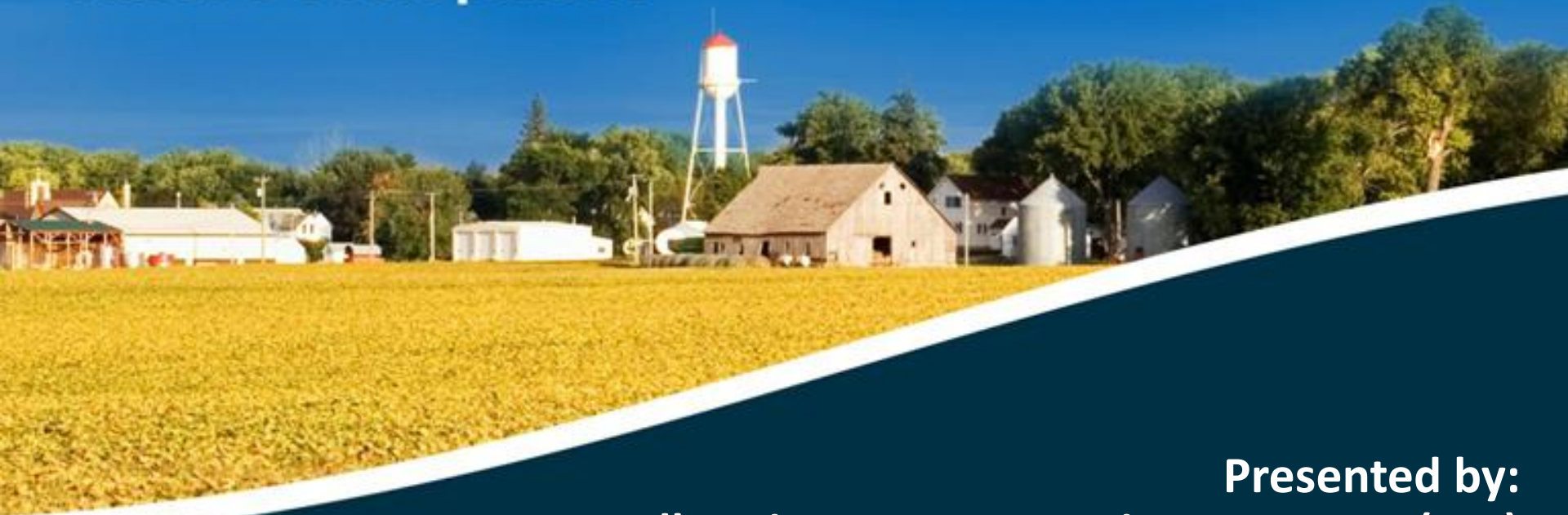
Additional Links

- <http://www.rd.usda.gov/programs-services/distance-learning-telemedicine-grants>



United States
Department of
Agriculture

Rural Development



Presented by:
Steve Troendle, Director Community Programs (MT)

*USDA Funding for Rural Healthcare
Billings, Montana – November 17, 2016*

**USDA Rural Development –
Montana
Rural Housing Service**



Community Facilities

FINANCE THE DEVELOPMENT AND
IMPROVEMENT OF ESSENTIAL PUBLIC
FACILITIES THAT SERVE RURAL AREAS AND
ARE FOR PUBLIC USE

ANY FACILITY NEEDED FOR THE ORDERLY
DEVELOPMENT OF A RURAL COMMUNITY.

MEDICAL CLINICS, FIRE STATIONS, FIRE
TRUCKS, ASSISTED LIVING FACILITIES,
ROADS, BRIDGES, ETC.

Community Facilities

Funding Available:

Guaranteed Loans

Direct Loans

Grants

Base Entity Eligibility

- Public Bodies - City, Town, County, District, etc.
- Non-Profit Corporations (BROAD BASED LOCAL CONTROL)
- Federally Recognized Indian Tribes
- Under 20,000 population

CF Guaranteed Loans

Loans are made by a bank or other lender and guaranteed against loss by the USDA Rural Development

Loans are made at lenders normal and customary rates and terms.

Guarantee (max =90%) allows lenders to make loans that they other-wise could not make.

Cannot guarantee loans secured by tax-exempt obligations

Bank can sell Guaranteed loan on the secondary market- Farmer Mac II

Base Loan Eligibility

Loan Interest Rates: Through December 31, 2016 – **2.375%**

Population: Under 20,000

Max. Loan Term: Life of the security up to 40 years

Debt coverage: 110% / positive cash flow

Other Credit: Not eligible if project can be funded by commercial credit or use of a Guaranteed Loan

Base Grant Eligibility

- Not able to fund from own resources
- Not able to fund from use of a loan
- Only the amount needed to make the project feasible – (needs test)
- Max grant amount is \$50K

Maximum Grant Amount

75% When MHI of the area served is equal to or below \$28,654, and the Population is under 5,000

55% When MHI of the area served is equal to or below \$33,429, and the Population is under 12,000

35% When MHI of the area served is equal to or below \$38,205, and the Population is under 20,000

15% When MHI of the area served is equal to or below \$42,981, and the Population is under 20,000

USDA Rural Development –
Montana
Rural Housing Service

FY 2012

FY 2012	
3 Guaranteed Loans	\$ 21,400,000
12 Direct Loans	\$ 46,106,800
<u>12 Grants *</u>	<u>\$ 1,282,556</u>
20 Projects	Total = \$ 68,789,356

* Tribal College = \$951,936 RCDI Grants = \$200,000 Regular + Eii = \$130,620

USDA Rural Development –
Montana
Rural Housing Service

FY 2013

FY 2013	
0 Guaranteed Loans	\$0
5 Direct Loans	\$ 6,551,000
<u>12 Grants *</u>	<u>\$ 1,004,368</u>
18 Projects	Total = \$ 7,555,358

* Tribal College = \$878,843 Regular + EII = \$125,525

USDA Rural Development –
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Rural Housing Service

FY 2014

FY 2014	
0 Guaranteed Loans	\$ 0
1 Direct Loans	\$2,290,000
<u>10 Grants *</u>	<u>\$ 1,224,829</u>
11 Projects	Total \$ 4,124,107

* (Tribal College 7 grants for = \$1,015,812) Regular + EII = \$56,525,
RDCI \$152,492

USDA Rural Development –
Montana
Rural Housing Service

FY 2015

FY 2015	Actual	Allocation
1- Guaranteed Loans	\$ 1,150,000	(\$0)
1- Direct Loans	\$ 9,950,000	(\$19,706,750)
7 -Tribal College Grants	\$ 1,125,600	(\$0)
5-Grants	<u>\$ 174,762</u>	(\$176,800)
14 Projects	<u>\$12,399,632</u>	

USDA Rural Development –
Montana
Rural Housing Service

FY 2016

FY 2016	Actual	Allocation
1- Guaranteed Loan	\$ 4,545,000	(\$0)
9- Direct Loans	\$22,006,800	(\$13,308,3550
7 -Tribal College Grants	\$ 1,125,600	(\$0)
5-Grants	<u>\$ 304,330</u>	(\$260,300)
27 Projects	<u>\$27,857,130</u>	

FY 2017 Applications

Very few applications on hand – good time to apply. We have not received the FY 2017 Allocation of funds- but, get your applications in.

Rural Development State Offices

- Alaska: Greg Stuckey, greg.stuckey@ak.usda.gov
907-761-7778
- Hawaii: Robin Pulkkinen, 808-933-8317
- Idaho: David Flesher, david.flesher@id.usda.gov
208-378-5617
- Montana: Steven Troendle, Steve.Troendle@mt.usda.gov
406-585-2520
- Oregon: Sam Goldstein, sam.goldstein@or.usda.gov
503-414-3362
- Utah: Heath Price, 801-524-4325
- Washington: Peter McMillin, peter.mcmillin@wa.usda.gov
306-704-7737
- Wyoming: Lorraine Werner, lorraine.werner@wy.usda.gov
307-233-6700

USDA Rural Development – Montana
Rural Housing Service

Questions ?





Next Webinar

Collaborative Care in Tele-psychiatry

With: Anna Ratzliff

December 8, 2016

(Note this is early in the month due to the Holidays)

Click on <http://www.nrtrc.org> for more information

6th Annual NRTRC Telemedicine Conference

Next Generation Healthcare: Optimizing Your Telehealth Programs

April 10-12, 2017 in Seattle, WA

Register today! Sponsorship opportunities!