Mobile Rapid Response Crisis Teams and Community-Based Crisis Teams Grant Overview

HCA Reference Number: 2024HCA2

Grant Overview and Purpose

The goal of this grant is to assist with costs for Mobile Rapid Response Crisis Teams (MRRCT) and Community-Based Crisis Teams (CBCT), seeking to meet the standards for endorsement as outlined in WAC 182-140. Grant funds aim to enhance the statewide behavioral health crisis response system, ensuring individuals experiencing a crisis can access help quickly and easily in their regions.

By funding startup costs, the Health Care Authority (HCA) intends to improve the availability and quality of crisis intervention services, ultimately contributing to the overall safety and well-being of affected individuals. Endorsed teams will serve as the primary responders in their regions, providing onsite intervention for behavioral health emergencies.

Key Grant Dates

- **HCA Release of Grant:** February 7, 2025

- **Grant Application Form Due Date:** March 14, 2025

- **Initial Question and Answer Period:** February 7, 2025 – February 21, 2025

  - **Extended Question and Answer Period:** March 5, 2025 – March 12, 2025

- **HCA Release Grant Award Notices:** March 28, 2025

- **Estimated Service Date Range:** April 4, 2025 – June 30, 2025

Changes to the schedule (if any) will be announced on the Mobile Crisis Response Endorsement Program website. It is the responsibility of applicant organizations to regularly monitor the website for updates, changes, and important notices related to the grant process. HCA acknowledges the abbreviated timeline for this work and appreciates the efforts required of the applicant organizations to meet the expectations outlined herein.

Please note: HCA reserves the right in its sole discretion to revise the above schedule.

![Washington State Health Care Authority]

Funding

Funding Details

- **Maximum Grant Amount:** Up to $500,000 per application and applicant organization.

- **Limitations:** Grant awards will be generally capped at $150,000 per application. Application organizations requesting funding above this threshold, up to a maximum of $500,000, will only be considered in exceptional cases. To qualify for funding beyond $150,000 applicant organizations must provide a compelling justification in their budget demonstrating that additional resources are critical to their success.

- **Source of Funds:** Funds disbursed through this grant were received by HCA from the statewide 988 behavioral health crisis response line account.

- **Funding Purpose:** These funds were provided solely for the implementation of RCW 71.24.903(10)(a)(i).

- **Contingencies:** Grant funds awarded through this grant process are contingent upon fund availability.

Service Location Prioritization and Funding Limitations

To promote equitable access to grant funds across Washington State, the Health Care Authority may prioritize applications based on the service location, or limit the number of awards granted to applicant organizations proposing to provide services in the same county. This is further outlined in the *Questions and Evaluation Criteria*, *Final Evaluation Process* sections in this document. This limitation aims to:

- **Prevent Overlapping Services**

  If multiple applicant organizations seek to provide services in the same county, HCA may prioritize funding based on factors such as demonstrated need, capacity to deliver services, and existing partnerships.

  Applicant organizations with existing BH-ASO contracts should contact the BH-ASO to access the capacity building funds allocated for them to reach endorsement under WAC 182-140. If an applicant organization plans to apply for this grant in addition to receiving BH-ASO capacity building funds, they must clearly explain how the requested funds will not duplicate existing support.

- **Distribution of Funds**

  HCA will award grant funds with the goal of distributing funds equitably across all counties, ensuring that diverse regions within the state receive adequate support for crisis intervention services.

By adhering to these principles, HCA aims to enhance the statewide behavioral health crisis response system while ensuring that funding is allocated in a manner that best meets the needs of all communities in Washington State.

Grant Question and Answer Period

Applicants May Submit Questions

Applicant organizations may submit questions or requests for clarification regarding the grant application process. The questions received and HCA's responses will be made available for review.

- **Initial Question and Answer Period**

  Questions may be submitted between **February 7, 2025** and **February 21, 2025**. HCA will respond to questions all questions received before 11:59 PM (Pacific) February 21, 2025, questions received after 11:59 PM (Pacific) will be not be provided responses.

  - **Extended Question and Answer Period: March 3, 2025 – March 12, 2025**

    Questions may be submitted for the Extended Question and Answer Period as outlined in the Initial Question and Answer Period.

- **Submission Method**

  Questions must be submitted via email to Cassie Bryden at **hcaprocurements@hca.wa.gov** with the subject line: *2024HCA2 - Questions* and the ***Organization's Name*** that is applying.

HCA Responses Provided

HCA will review and consolidate all questions received within the Question and Answer Periods. Questions and responses will be compiled into a Grant Question and Answer (Grant Q&A) document and provided as outlined below:

- The Grant Q&A document will be available on the Mobile Crisis Response Endorsement Program website at: https://www.hca.wa.gov/billers-providers-partners/program-information-providers/mobile-crisis-response-endorsement-program.

- The Grant Q&A document will be updated no less than once per week for the duration of the Question and Answer Periods. It is the responsibility of the interested applicant organizations to regularly monitor the website for these updates.

Application Submission Instructions

Applicants must submit their completed Grant Application Forms adhering to the following instructions:

Submission Requirements

- **Grant Application Form Due Date**
  All applications must be submitted by 11:59 PM (Pacific) on March 14, 2025.
  HCA may, at its discretion, consider late submissions in exceptional circumstances.

- **Grant Application Period**

  The application period will be open from February 7, 2025 through March 14, 2025.

- **Submission Method**

  Send applications via email to Cassie Bryden at **hcaprocurements@hca.wa.gov** with the subject line: ***2024HCA2 - Application*** and the ***Organization's Name*** that is applying.

- **Format**

  Applications must be submitted using the HCA provided *Grant Application Form*, without modification, to ensure consistency and accessibility for all applicant organizations.

- **Content**

  Complete the Grant Application Form provided on the Mobile Crisis Response Endorsement Program website, adhering to all guidelines and instructions as outlined in this Grant Application Overview document and the Grant Application Form, ensuring clarity and completeness. No external or additional marketing materials may be submitted with the application.

Eligibility Criteria

To be eligible for this grant, organizations must meet the following criteria.

1. Type of Organization:

- Must be a new or existing Mobile Rapid Response Crisis Team (MRRCT) or Community-Based Crisis Team (CBCT) seeking endorsement under WAC 182-140.

- Must provide a letter of support from applicant organization's regional Behavioral Health-Administrative Services Organization (BH-ASO) that the regional BH-ASO is in support of the team applying for these grants and intends to contract for services.

2. Experience and Operations:

- Must have capacity to provide crisis response services, including outreach, de-escalation, crisis planning, stabilization, resource connection, and follow-up support.

- Must be licensed to operate and provide services in Washington State.

- Must be building the operational capacity necessary to establish themselves as a licensed and certified Behavioral Health Agency (BHA) issued by the Department of Health (DOH).

  or;

- Must have an active BHA license, in good standing, issued by the DOH, or a contract with a licensed or certified BHA who is contracted with the BH-ASO in the region where the team will operate.

  o Exempt CBCTs must have an MOU with a licensed BHA certified to provide crisis services and direct, real-time consultation through a behavioral health provider while the team is responding to a crisis call.

- Must comply with BH-ASO contracts and be licensed with the DOH to provide crisis services.

- Must ensure, and demonstrate through Grant Application Form responses, the funds received through this HCA grant will not duplicate any existing support received from BH-ASO.

Scope of Work

1. Utilization of Funds

- Funds will be used to support MRRCTs and CBCTs in meeting the endorsement standards and criteria outlined in WAC 182-140 for endorsement.

- Funding will be provided for reimbursement of materials/trainings and other related expenses and upon completion of specific deliverables.

2. Applicant Goals

The goal of the grants is to support the development and enhancement of MRRCTs and CBCTs across Washington State. This funding is designed to assist organizations in meeting the standards for endorsement outlined in WAC 182-140. Therefore, grant recipients are expected to undertake the following key activities upon receiving the grant to reach endorsement:

- **Establish or Expand MRRCTs and CBCTs**

  Develop and staff teams with qualified mental health professionals, mental health care providers, Certified Peer Counselors, or other behavioral health or medical professionals working within their scope of practice, as approved by HCA, to meet staffing requirements to provide timely and effective crisis intervention services.

- **Provide Crisis Response Services Based on Community Needs**

  Provide an in-person response to those experiencing a behavioral health emergency 24/7.

- **Monitor and Report Key Performance Metrics**

  Track and evaluate key data points, such as the number of individuals served, response times, and overall outcomes.

- **Implement Culturally Competent Practices**

  Prioritize culturally competent care to ensure equity and accessibility for all populations.

- **Provide Ongoing Staff Training**

  Ensure staff members receive regular training in trauma-informed care, de-escalation techniques, and other relevant areas.

3. Monthly Reporting

Grant recipients will be required to submit monthly reports detailing progress toward achieving the grant's objectives. Each report will include the following components:

- **Narrative Summary**

  Provide a concise overview of progress made during the reporting period, including any milestones reached and challenges encountered.

- **Staffing Updates**

  Report on the number of staff hired and trained each month. Include job titles, roles, and trainings completed.

- **Detail the Status of Obtaining a BHA Licensure, if Applicable**

- **Operational Progress**

  Detail the status of equipment purchased, including any issues faced in securing or deploying the equipment.

- **Challenges and Solutions**

  Identify any challenges faced in meeting grant goals, along with strategies implemented to address these issues.

- **Key Performance Metrics**

  Provide data on key performance metrics, including:

  o   Number of individuals served

  o   Average response times

  o   Outcomes of crisis interventions (e.g.: resolutions rates, follow-up support provided, etc.)

- **Progress Toward Endorsement**

  Report on the status of progress toward meeting the endorsement requirements outlined in WAC 182-140, including any steps taken, milestones achieved, and areas still needing improvement.

- **Next Steps**

  Outline plans for the upcoming month including objectives, anticipated challenges, and strategies for addressing them.

Questions and Evaluation Criteria

Applicant organizations must address the following questions to demonstrate eligibility and capacity to achieve the grant's objectives. Responses will be evaluated based on the criteria outlined below, with scoring metrics detailing how points will be assigned.

All responses must be submitted using the provided Grant Application Form provided separately.

1. Staffing Plan (20 Points)

- **Describe Your Organization's Staffing Structure**

What roles are essential for your MRRCT/CBCT? How many staff are needed to reach the 24/7 response requirement? Where your teams are located, and how each role contributes to achieving WAC 182-140 endorsement?

Scoring metrics:
  - 5 points – The applicant organization provides a comprehensive and clearly defined staffing structure, including specific roles and responsibilities for each position essential to the MRRCT/CBCT.
  - 2 points – Basic staffing information but limited details on roles or contributions.
  - 0 points – Incomplete or unclear staffing plan.

- **Recruitment and Retention**

How will your organization recruit and retain qualified staff? Provide details on recruitment strategies and retention plans, emphasizing sustainable practices.

Scoring:
  - 5 points – Comprehensive and sustainable strategy.
  - 2 points – Some strategies mentioned but lacking detail or not sustainable.
  - 0 points – No or inadequate plan.

- **Training**

How many staff trainings will be required? Describe initial and ongoing training plans.

Scoring metrics:
  - 5 points – Well documented training plans covering all essential areas.
  - 2 points – Training plan provided but lacks details.
  - 0 points – No clear training plan.

- **Certified Peer Counselors Inclusion**

How will Certified Peer Counselors be incorporated as a best practice within your organization's response team?

Scoring metrics:
  - 5 points – Clear well defined plan demonstrating integration of Certified Peer Counselors as a core component of the response team.
  - 2 points – Certified Peer Counselors are included, but the plan lacks details or full clarity on their specific roles/impact.
  - 0 points – No or underdeveloped plan.

Washington State
Health Care Authority

2. Crisis Response Capability (15 Points)

- **Hours of Operation**

  How will your organization ensure a 24/7 response is available and ensure coverage during critical hours?

  Scoring metrics:
  - 5 points – Comprehensive plan for 24/7 coverage.
  - 2 points – Partial coverage or unclear justification.
  - 0 points – Inadequate plan.

- **Collaboration**

  How will your organization collaborate with local law enforcement, if the need is identified?

  Scoring metrics:
  - 5 points – Strong partnerships with clear roles.
  - 2 points – Collaboration mentioned but lacking specifics.
  - 0 points – No or inadequate plan.

- **Timeline**

  What is your timeline to reaching endorsement?

  Scoring metrics:
  - 5 points – Clear, realistic timeline with milestones and plan for timely endorsement.
  - 2 points – Workable timeline with milestones but some details are missing or unclear.
  - 0 points – Timeline is vague or lacks key milestones with minimal understanding of endorsement process.

3. Transportation and Communication Equipment (10 Points)

- **Vehicles**

  How will your organization meet its vehicle needs for the endorsement program? Specify the number and types of vehicles required, whether they will be newly acquired or drawn from an existing fleet. If applicable, justify the need for additional vehicles or modifications to current vehicles to meet endorsement requirements.

  Scoring metrics:
  - 5 points – Detailed justification with alignment to community geography.
  - 3 points – Basic needs mentioned but lacking justification.
  - 0 points – No or inadequate justification.

- **Communication Systems**

  Identify what two-way communication equipment your organization will require and how will this equipment meet the communication related requirements for endorsement? What is the timeline to acquire, install, and train teams on this communication equipment, if applicable?

  Scoring metrics:
  - o 5 points – Thorough description with strong justification.
  - o 3 points – Mentioned but lacking sufficient justification.
  - o 0 points – No or inadequate plan.

4. Community Engagement and Cultural Competence (10 Points)
+5 Bonus Points Available

- **Community Needs Assessment**

  What are the key mental health and crisis service gaps in the community you will serve? How will your organization meet the needs of identified gaps in your community?

  Scoring metrics:
  - o 5 points – Clear assessment with gaps identified.
  - o 3 points – Assessment provided but lacking some details.
  - o 0 points – No or inadequate assessment.

- **Culturally Responsive Services**

  How will your organization ensure culturally competent services? What is your experience in providing culturally competent services?

  Scoring metrics:
  - o 5 points – Comprehensive strategy with specific actions.
  - o 3 points – General mention but lacking specifics.
  - o 0 points – No or inadequate mention.

  +5 Bonus Points: Applicant organization demonstrates significant experience and successful strategies in providing culturally relevant services to populations with the least access to behavioral health services. The response should clearly show the applicant organization's commitment to prioritizing those with the greatest needs, with specific examples of outreach, engagement, or tailored care models.

5. Financial Sustainability (10 Points)

- **Sustainability Plan**

  How will your organization maintain their endorsement beyond the initial grant funding?

  Scoring metrics:
  - o 10 points – Well-developed realistic plan with identified funding sources.

- o   5 points – General mention but no clear sources.
- o   0 points – No or inadequate plan.

- **Duplicate Support**

  If your organization holds existing BH-ASO contracts, please outline in detail how HCA's grant funds will be utilized without duplicating any current BH-ASO support received by the applicant organization.

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6. Organizational Capacity (15 Points)

- **Organizational Readiness**

  Outline the current status of your BHA license, detailing either:

  Where your organization is in the process to obtaining a BHA license with the DOH, including any projected complications;

  or, if the applicant organization already has a BHA license with DOH;

  Identify the current status of your organization's BHA license, including DOH license number and, if different from the organization applying for this grant, information on the contracted BHA.

  Scoring metrics:
  - o   5 points – Detailed explanation of BHA licensing status including implementation, history, current status, and if pending, any projected complications to becoming licensed.
  - o   3 points – General explanation of the above, but lacking specifics.
  - o   0 points – No or unclear explanation on status of receiving license.

- **Experience**

  Describe your organization's history in crisis intervention or behavioral health services.

  Scoring metrics:
  - o   5 points – Strong history with documented successes.
  - o   3 points – Some experience but limited evidence.
  - o   0 points – No relevant experience.

- **Key Staff**

  What are the qualifications of your organization's key staff overseeing the MRRCT/CBCT, and how do their skills and experience align with the specific needs of this program? Please provide detailed information about the qualifications of key staff responsible for overseeing the MRRCT/CBCT.

Scoring metrics:
- o 5 points – Key staff are highly qualified, with specific and relevant credentials and extensive professional experience Clear alignment of staff qualifications with program needs, including specific roles and expertise. Staff experience directly addresses all aspects of the MRRCT/CBCT model.
- o 3 points – Some qualified staff but gaps in expertise.
- o 0 points – No mention of qualified staff.

7. Service Area and Impact (10 Points)
+5 Bonus Points Available

- **Geographic Scope**

Organizations applying for this grant must clearly define the geographic areas they intend to serve, specifically identifying the counites in Washington State. Each service location should be aligned with community needs, considering factors such as population density, existing service availability, and specific local challenges related to behavioral health crisis.

Scoring metrics:
- o 5 points – Clearly defined area that aligns with needs and funding principles.
- o 3 points – Area defined but lacking alignment.
- o 0 points – No or unclear description.

- **Projected Impact**

What is the expected impact to the geographic areas your organization intends to serve?

Scoring metrics:
- o 5 points – Detailed projections of impact, including outcomes that focus on specific geographic outcomes.
- o 3 points – General projections but lacking specifics.
- o 0 points – No or unclear projected impact.

+5 Bonus Points: Applicant organization demonstrates significant experience and successful strategies in providing services to geographic areas/communities with the least access to behavioral health services. The response should clearly show the organization's commitment to prioritizing the communities with the highest level of need/scarcity, with specific examples of outreach, engagement, or tailored care models.

8. Data Collection and Evaluation (5 Points)

- **Data Collection**

How will your organization track service delivery and outcomes?

Scoring metrics:
- o 3 points – Clear data collection plan with relevant metrics.

- o   2 points – Basic plan but lacking depth or sustainability.
- o   0 points – No or inadequate plan.

- **Evaluation and Improvement**

  What is your organization's process for evaluating program performance?

  Scoring metrics:
  - o   2 points – Well-defined process for evaluation.
  - o   1 point – General mention but lacking specifics.
  - o   0 points – No or inadequate process.

Budget (10 Points)

Instructions

Applicant organizations must provide a preliminary budget estimate for the period March 21, 2025 – June 30, 2025, with a total budget not exceeding $500,000. The budget must include detailed line items that clearly specify the amounts requested and explain the necessity of each item. All budget items must align with the proposed activities outlined in this Grant Application Overview document and reflect how the grant funds will be used. The budget must only reflect the costs associated with the proposed activities funded by this grant, not the applicant organization's full operational expenses.

Applicant organizations applying for funding beyond $150,000 must provide a compelling justification in their budget demonstrating that additional resources are critical to their success by responding to the supplementary question below the Budget Table.

All budget submissions must use the budget table provided in the Grant Application Form provided separately.

Scoring metrics:

- 10 points – Budget aligns with the application responses, it is accurate and understandable with each cost clearly justified, and it demonstrates sustainability after completion of the grant.

- 5 point – Lacking specifics or alignment with application responses.

- 0 points – No or inadequate information.

Budget Categories

Below are the required budget categories for your response.

1. **Salary and Wages**

    Include total costs, job titles, salaries, fringe benefits, estimated full-time equivalents (FTEs), and projected roles.

2. **Transportation**

   Provide the total cost for purchasing or leasing vehicles, including any associated expenses (e.g.: taxes, registration, insurance) and/or necessary modifications.

3. **Communication Equipment**

   List any equipment over $5,000, along with justification. Less expensive items should be categorized under supplies.

4. **Supplies**

   Provide justification for routine supplies and costs, and communication equipment less than $5,000.

5. **Travel**

   Estimate travel costs, including purpose and staff roles, with justification.

6. **Training and Licensing Costs**

   Outline expenses related to obtaining a BHA license, and expenses related to training, e.g.: instructor fees, materials, venue costs.

7. **Other**

   Briefly describe any additional costs that do not fall under the above categories.

Budget Justification for Additional Funding (If Applicable)

If an applicant organization's funding request exceeds $150,000, the applicant organization must provide a detailed justification outlining the specific needs and objectives that require additional resources. Applicant organizations must explain how the additional funding (up to $500,000) will enhance the overall impact and success of their work. Applicant organizations must include relevant data, cost analysis, or other supporting information to substantiate their request.

If an applicant organization's request is considered for funding but their application does not justify all of the funding requested in the application, the evaluation panel will determine which parts of the application and budget to fund based on the available budget and the alignment of the requested funds with the proposed activities. In such cases, the panel may reduce the funding amount and will prioritize funding the most critical components of the application. Applicant organizations will be notified of the final funding decision, including any adjustments to their requested amount.

Evaluation Process

Initial Evaluation

An evaluation team at HCA will review each Grant Application Form to score responses based on the criteria outlined above. Initial evaluation scores will be the average of the individual scores assigned by

each team member, calculated out of 105 points and rounded up to the nearest whole number. Bonus points will only be awarded if the majority of evaluators agree that the bonus point criteria are met.

Applications will be scored based on the above criteria, with a total of **105 points** available. A minimum of **50 points** is required for funding consideration.

Final Evaluation Process

Following the initial evaluation of applications based on the outlined criteria above, a secondary evaluation panel of two (2) members independent from the initial evaluation team will review the Grant Application Forms and scores to make final funding determinations. This panel will consider the needs identified below by HCA.

- **Key Points of the Final Evaluation**

  o **Geographical Needs Assessment**

    The panel will assess the needs of specific counties prioritizing areas with higher identified needs for behavioral health crisis services.

  o **Flexibility in Awarding Grants**

    The panel may choose to award grants to applicant organizations with lower scores if they serve counties with significant needs or if there are multiple applicant organizations in a well-served area. This approach aims to enhance the overall impact of funding by addressing disparities in services availability. If multiple applicant organizations are seeking endorsement in the same county, HCA will prioritize funding based on factors such as demonstrated community need, applicant organization's capacity to deliver services, existing partnerships, and applicant organization's scores from the initial evaluation.

  o **Substantially Equivalent Scores**

    Substantially equivalent scores are scores separated by two points or less. If multiple Grant Application Forms receive a substantially equivalent score, HCA may leave the matter as scored, or award the grant to the application which is deemed by HCA, in its sole discretion, to be in HCA's best interest relative to the overall purpose and objective of this grant.

    If applicable, HCA's best interest will be determined by HCA staff, who have sole discretion over this determination. The basis for such determination will be communicated in writing to all applicant organizations with substantially equivalent scores.

  o **Final Award Decisions**

    Decisions made by the secondary evaluation panel are final, ensuring a comprehensive and need-based approach to grant distribution.

  o **Award Decision Follow-Up**

    Any organization which has submitted a completed Grant Application Form and has been notified that it was not selected for a grant award may request a meeting to discuss their application. Requests must be submitted as follows:

- Via email sent to hcaprocurements@hca.wa.gov;

- With the subject line: *2024HCA2 - Follow-Up Request*;

- Received by HCA no later than by 11:59 PM (Pacific);

- No more than ten (10) business days following HCA's email notification of award is sent to the applicant organization.

HCA will schedule the meeting. Discussion at the award decision follow-up meeting will be limited to the following:

- Evaluation and scoring of the applicant organization's Grant Application Form;

- Critique of the application based on the evaluation; and

- Review of the applicant organization's final score in comparison with other final scores without identifying the other applicant organizations.

Comparisons between Grant Application Forms, or evaluations of the other Grant Application Forms will not be allowed. The meeting will be conducted via virtual meeting platform (e.g., Zoom or Teams) or on the telephone and will be scheduled for a maximum of thirty (30) minutes.