

MERIT NETWORK, INC.

Grants that Amplify the Reach of Telemedicine

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AGENDA

- **What the pandemic taught us**
- **Innovative rural telemedicine projects**
- **Grants available for telemedicine**
- **Planning for your telemedicine grant**
- **Resources for grant seekers**
- **Questions & Discussion**

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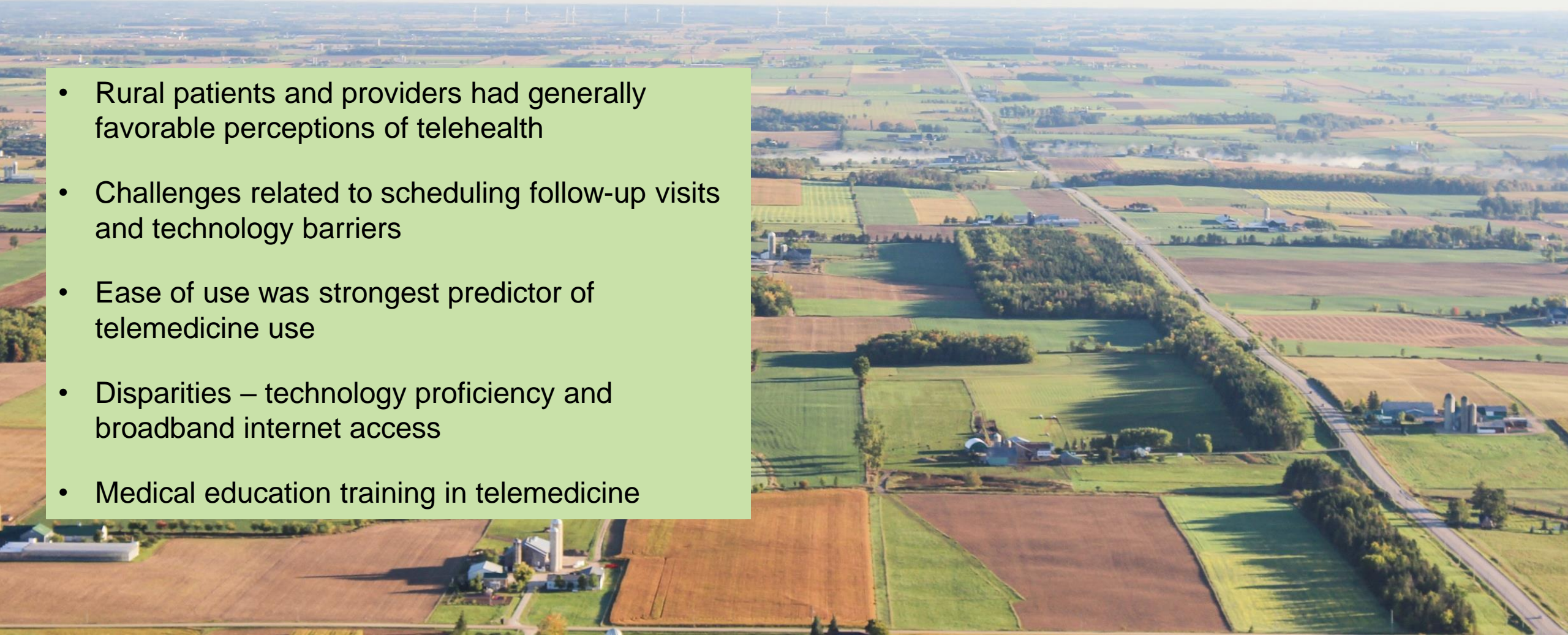


What the Pandemic Taught Us about Telemedicine

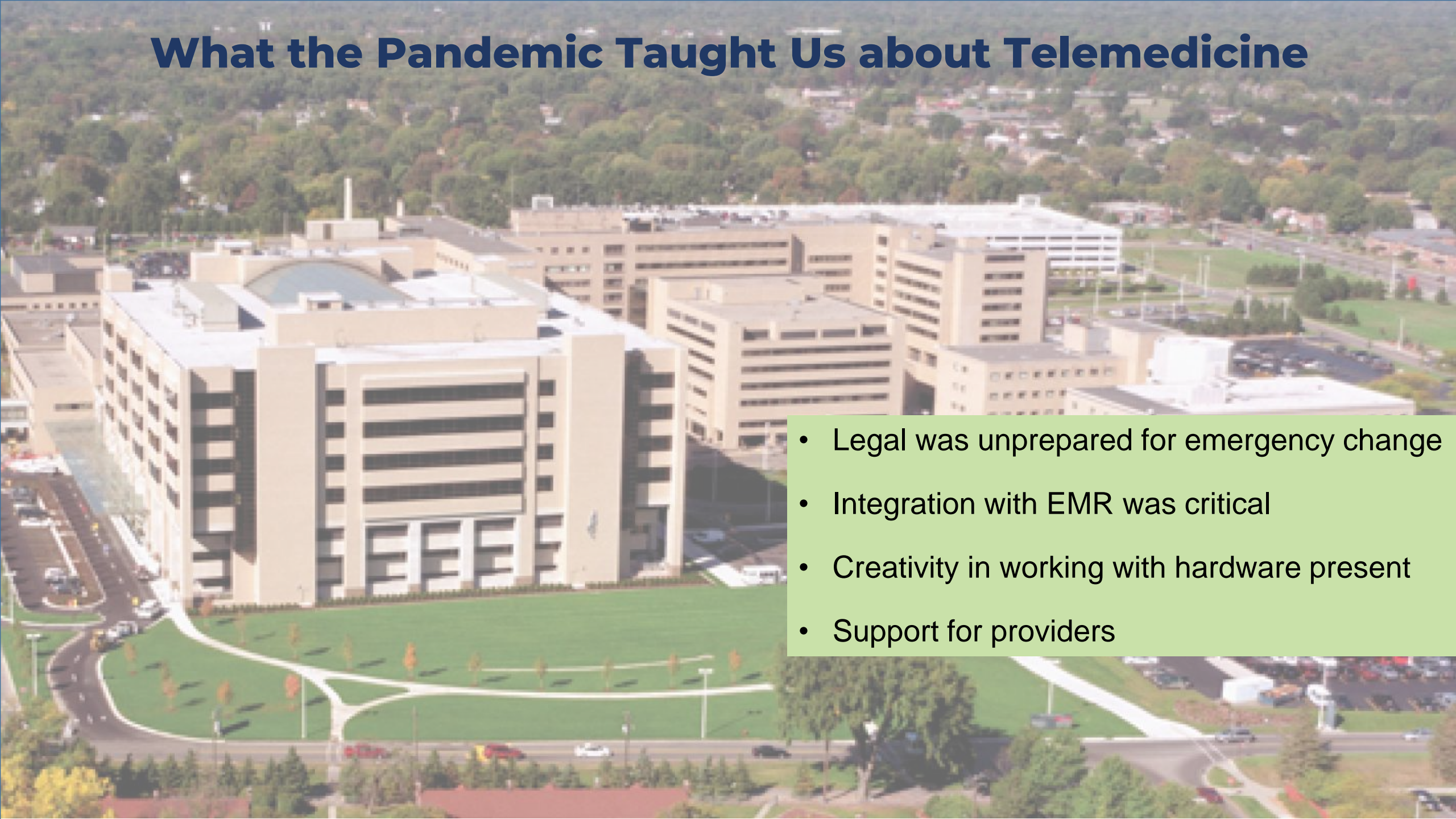
- We were not prepared
- In March 2020 most healthcare organizations were unprepared for providing telemedicine to most of their patients.
- Most Community Health Centers in Michigan didn't have infrastructure for Telehealth because there were little to no services that were billable
- No revenue equaled no Infrastructure or video platform.

What the Pandemic Taught Us about Telemedicine

- Rural patients and providers had generally favorable perceptions of telehealth
- Challenges related to scheduling follow-up visits and technology barriers
- Ease of use was strongest predictor of telemedicine use
- Disparities – technology proficiency and broadband internet access
- Medical education training in telemedicine



What the Pandemic Taught Us about Telemedicine

- 
- Legal was unprepared for emergency change
 - Integration with EMR was critical
 - Creativity in working with hardware present
 - Support for providers

Study Models Telehealth Savings

Article

“By the most reasonable conservative estimates, we show that preventable emergency department visits, preventable hospital admissions and readmissions, and lost economic productivity offer huge savings opportunities for these ten counties, totaling almost \$43 million each year.”

<https://ilsr.org/increased-wellness-and-economic-return-of-universal-broadband-infrastructure/>

Calculator

- Created by Institute for Local Self Reliance (ILSR)
- Calculate the same benefits reported in study
- Input county, hospital, population
- Select variables

<https://srbwihealthcalculator.com/>

What the Pandemic Taught Us

What Didn't Work

- Home internet access and technology proficiency challenges
- Telemedicine via smartphone
- New user technology without user support
- New provider technology without training or support
- Some patients/providers dislike telemedicine

What Did Work

- Meeting users where they are (e.g., expanding access to public Wi-Fi, providing hotspots, designated locations for telemedicine visits)
- Easy to use video platforms
- Providing tablets to patients
- Some patients & providers love it!

Innovative Rural Telemedicine Projects

Remote Cardiac Rehab Gym

- Benson Hospital in rural AZ
- Treadmill, bike, free weights
- Camera and large-screen TV
- Physiologist in Tuscon
- More likely to complete rehab



<https://telemedicine.arizona.edu/blog/benson-hospital-leverages-telehealth-bring-more-services-rural-communities-cochise-county>

Kiosk at Public Library

- Delaware Libraries (and others)
- Pilot at 3 small town libraries
- Kiosk
- Device loan program
- Skype, FaceTime, Zoom
- Telemedicine Platforms
- Trained digital navigators



<https://news.delaware.gov/2021/05/12/telehealth-kiosk-device-loaning-initiative-pilot-launch/>

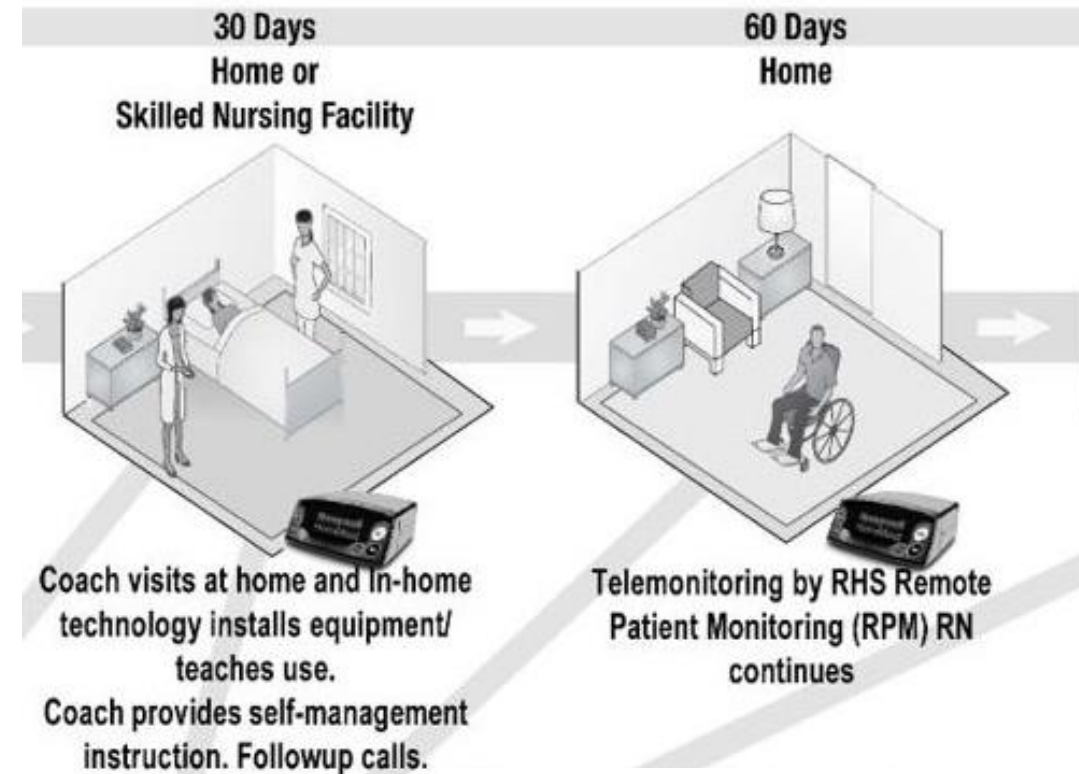
Acute Care Evaluations for Long-Term Care

- Avera Sacred Heart Hospital
- 20 rural sites in SD, IA, MN, NB
- Two-way video, stethoscope, camera
- Access to MD/RN hub 24/7/365
- 90% of urgent encounters result in treatments delivered in the long-term care facility

<https://www.ruralhealthinfo.org/project-examples/836>

Remote Home Monitoring and Chronic Disease Self-Management

- Bay Rivers Telehealth Alliance in VA
- Blood pressure, oxygenation, weight
- Visiting health coach
- Readmission rates reduced



<https://www.ruralhealthinfo.org/project-examples/1016>

Tele-ICU between VA Hospitals

- Eastern Oklahoma VA Health Care System
- 24/7 remote patient monitoring of ICU and ED
- Teleconferencing equipment
- Critical care nurses in OK connect to MDs & RNs at Cincinnati VA Medical Center
- Additional 17 K hours of Intensivist or Certified Critical Care RN time



<https://www.ruralhealthinfo.org/project-examples/1014>

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Grants Available for Telemedicine

USDA Distance Learning and Telemedicine Program Grants

\$ 1,000,000 maximum award

Annual Program

- State and local governments, Federally-recognized Tribes, non-profits, for-profits, groups of eligible entities
- Promote equity and economic opportunity in rural America
- Helping prepare for future pandemic events
- Ensuring racial equity
- Rebuilding our rural economy
- Addressing the climate crisis

www.rd.usda.gov/programs-services/telecommunications-programs/distance-learning-telemedicine-grants

USDA Community Facilities Direct Loan and Grant Program

Funding amount varies

Ongoing basis

- Public bodies, community-based non-profit corporations, Federally-recognized Tribes
- Direct loans and/or grants for essential community facilities in rural areas
- Priority is given to healthcare, education, and public safety projects
- Funds may be used to purchase, construct, enlarge, or improve facilities
- Utility services such as telemedicine and distance learning equipment

www.rd.usda.gov/programs-services/community-facilities/community-facilities-direct-loan-grant-program

FRS Virtual Living Room

Award amounts not specified

Ongoing basis

- Provide telehealth space for veterans
- Communities > 1 hour from nearest VA
- Membership in NTCA: The Rural Broadband Association

www.frs.org/virtuallivingroom

HRSA Screening and Treatment for Maternal Mental Health and Substance Use Disorders

\$ 750,000 award ceiling

June 2, 2023

- States or political subdivisions (i.e. counties)
- Expand health care providers' capacity to screen, assess, treat, and refer pregnant and postpartum people for maternal mental health and substance use disorders
- Increase access to treatment and recovery support services for pregnant and postpartum persons that are culturally and linguistically appropriate (e.g., translation of materials), community-based, that may be provided in-person or via telehealth.

www.hrsa.gov/grants/find-funding/HRSA-23-085

HRSA Pediatric Mental Health Care Access

\$ 500,000 estimated award amount

June 12, 2023

- States or political subdivisions (i.e. counties)
- Promote behavioral health integration in pediatric primary care by supporting . . . pediatric mental healthcare telehealth access programs.
- Increase the number of providers using real-time behavioral consultations and/or care coordination support services (including referrals)
- Increase the number of children and adolescents for whom a provider contacted the program for consultation and/or care coordination support services, especially those living in rural and other underserved areas

www.ruralhealthinfo.org/funding/4434

HRSA Rural Health Care Coordination Program

\$ 300,000 award ceiling

September 1, 2023

- Domestic public or private, non-profit or for-profit entities, including faith-based, community-based, tribes, and tribal organizations
- Expand access to and quality of equitable health care services through care coordination strategies exclusively in rural areas
- Utilize an innovative evidence-based, promising practice, and/or value-based care model(s) . . . to improve patient health outcomes and the planning and delivery of patient-centered health care services
- Increase collaboration among multi-sector and multidisciplinary network partnerships to address the underlying factors related to social determinants of health
- Develop and implement deliberate and sustainable strategies of care coordination into policies, procedures, staffing, services, and communication systems

www.hrsa.gov/grants/find-funding/HRSA-23-125

Planning For Your Telemedicine Grant

Planning for a Telemedicine Grant Application

1. Form your coalition
2. Assess current state
3. Identify community needs / coalition interests
4. Identify targeted grants & read fine print
5. Design program with targeted grant(s) in mind
6. Develop cost estimate
7. Draft proposal narrative
8. Develop project budget
9. Submit application

Reference Links

Links to Telemedicine Grants

USDA Distance Learning and Telemedicine Program Grants

www.rd.usda.gov/programs-services/telecommunications-programs/distance-learning-telemedicine-grants

USDA Community Facilities Direct Loan and Grant Program

www.rd.usda.gov/programs-services/community-facilities/community-facilities-direct-loan-grant-program

FRS Virtual Living Room

www.frs.org/virtuallivingroom

HRSA Screening and Treatment for Maternal Mental Health and Substance Use Disorders

www.hrsa.gov/grants/find-funding/HRSA-23-085

HRSA Pediatric Mental Health Care Access

www.ruralhealthinfo.org/funding/4434

HRSA Rural Health Care Coordination Program

www.hrsa.gov/grants/find-funding/HRSA-23-125

Resources for Grant Seekers

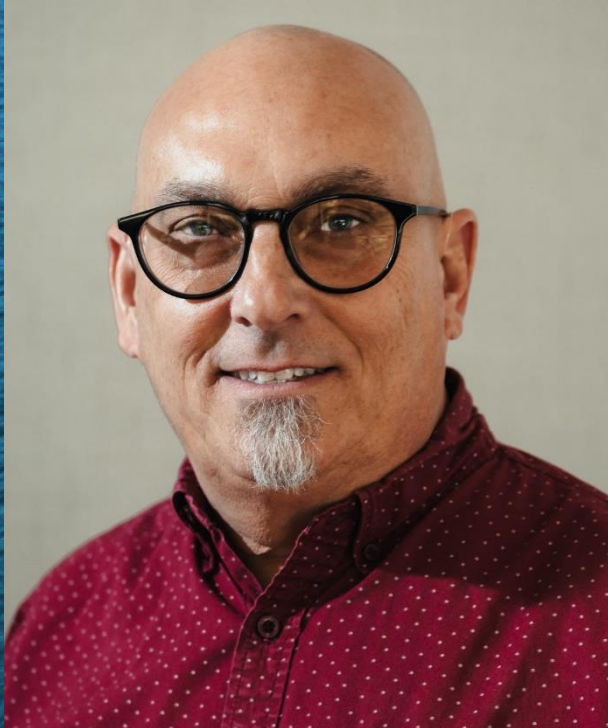
- Link to Merit Network [webinar on preparing for grants](#)
- UMTRC: [Grant Basics](#)
- University of North Dakota [Rural Health HIT Grant Writing Kit](#)
- Digital Medicine Society's [Digital Health Measurement Collaborative Community](#)
- [Telehealth digital literacy assessment](#) from NorthStar
- BurrowsConsulting.net
- LearnDesignApply.com
- GrantsOffice.com

General Telemedicine Resources

- [Upper Midwest Telehealth Resource Center](#) (UMTRC)
- [National Telehealth Technology Assessment Resource Center](#) (TTAC)
- [Center for Connected Health Policy](#) (CCHP)
- Rural Health Information Hub: [Rural Project Examples of Telehealth](#)
- HHS Best Practice Guide: [Introduction to direct-to-consumer telehealth](#)
- [Comprehensive Patient Assessment using Telehealth in the Home \(CPATH\) framework](#)
- [Idaho Telehealth and Libraries Toolkit](#)
- [Telehealth Equity Coalition](#)

Questions?

NETWORK. SECURITY. COMMUNITY.



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