



Community Outreach Response for Older St. Louis City Residents with Behavioral Health Needs *(12-month Pilot)*

Request for Proposals

RFP Issued
June 1, 2022

Applications Due
June 24, 2022

Purpose of this RFP

Saint Louis MHB and St. Louis City Senior Fund are seeking proposals from organizations interested in leading a pilot to create mobile outreach response for older adults in the City of St. Louis to help with complex cases. The **primary goal** of this mobile outreach service is to secure the safety and support of older residents experiencing behavioral health needs by supporting their admission and utilization of behavioral health services, along with direct linkage—and follow-up—to services that address other social determinants of health needs (e.g., housing, transportation, caregiving assistance).

This RFP was created based on reports from the St. Louis Area Agency on Aging (SLAAA), and other partners, indicating that they do not have a consistent referral option for older residents needing an in-person, behavioral health related, response in the setting in which they live. SLAAA receives, on average, one to two resident referrals weekly from either the Mayor's Office, aldermen, neighborhood stabilization officers, City police and other first responders who are responding to calls for assistance to older adults with complex behavioral, cognitive and/or physical health issues that need immediate attention. Other agencies are receiving similar calls. There is no lead organization, to our knowledge, who has existing capacity to directly receive referrals for in-person, complex-need outreach—beyond immediate crisis response—specifically for older adults.

Here are a few examples of recent cases from aging service providers:

- A resident with dementia thinks their spouse, who is their caregiver, is an intruder trying to steal things from their home and hurt them. They are aggressive toward their spouse, but not violent. Their spouse is becoming depressed but refuses to seek behavioral health care for themselves because there is no one else to provide care and they can't easily leave their home for appointments. The spouse needs help navigating behavioral health options that can fit with their current obligations as a caregiver.
- A resident was recently found by police in the middle of the night and taken to a shelter. The resident tells shelter staff that they were evicted last week from their apartment, but when staff call the places where they say they lived, property managers are not familiar with them as a resident. Shelter staff are concerned they have dementia, police report that there was no indication of cognitive impairment. While at the shelter, the resident communicates that they have suicidal ideation and is sent to a local hospital to be evaluated. There are concerns from the referral source that once they are discharged, they will still have behavioral health or housing needs that need to be addressed by an experienced provider.
- A neighborhood improvement specialist is concerned about a resident who is exhibiting signs of paranoia. Both the specialist and another City official have had telephone conversations with the resident where they have relayed that

they are being attacked by electrical frequencies. The resident is isolated and needs assistance. They are not likely going to engage in help if they have to leave their home. They need someone with behavioral health training to go in-person to assess what is going on and what resources—if needed—may be able to provide assistance.

A pilot to develop a process and system for providing mobile outreach would ideally be led by an organization with current structure and experience delivering intensive community outreach and could respond within 24 to 48 hours to stabilize older adult clients by connecting them with aging and behavioral health services. We know there are different ways providing a responsive service could be delivered. For example, this grant could support the time of a staff member trained in intensive outreach, who is also trained in best practices for geriatric care for working with older adults. Residents would be referred to the outreach specialist by staff at SLAAA and could be referred from other senior and disability resource centers, St. Louis City agency staff, BHR, emergency responders, and other community partners. The outreach specialist would serve as a single point of contact to ensure coordination of services, reduce service overlap, and work with SLAAA staff, other partners, and the resident served to create tailored plans of care. They would have access to other staff within their organization for supervision and consultation. Their organization would also deliver behavioral health services tailored for older adults, thus being positioned to expedite transition of some clients to the same agency.

At a minimum, we are looking for proposals from organizations that can pilot the delivery of intensive outreach to older adults living in St. Louis City when referrals for complex cases, with behavioral health needs, are made. This would include being available to respond with:

- Home visits to assess behavioral health needs;
- Provide emotional support and motivational interviewing; and
- Ensure ongoing coordinated case management making connections with behavioral health providers and aging service providers to meet social determinants of health needs (for up to three months).

Our aim by the end of the pilot period is to:

1. Have a process and structure developed, and tested with several cases, that meets residents' and partners' needs; and
2. A sense of the financial and other resources needed to effectively manage and sustain this system.

Upon initial proof of concept, the organization selected for the pilot will be invited to apply to MHB's next funding opportunity which will be released in 2023.

Organization Eligibility

- Any organization that is a 501c3 or City of St. Louis Governmental Entity.
- Provide services to St Louis City residents 60 years of age and older.
- Have demonstrated capacity to carry out services funded by proposed grant.
- Have policies and procedures in place to manage finances and can provide documentation of past financials (e.g., audited financial statements, IRS 990, or other documentation).
- Fit within the vision and priorities of the MHB and Senior Fund.

Award Budget and Timeframe

- Organizations can apply for a one-year pilot grant.
 - Current grant award budget is up to \$90,000 in total; we have funding budgeted to award one grant.
- The fiscal year for an awarded grant will be August 1, 2022 to July 31, 2023.
- With this being a pilot, we understand that an agency will utilize time in the beginning of the period to hire and train staff and develop MOUs with relevant partners.
- This grant award is meant to build upon, not take the place of or supplant, existing program and service funding.

Administrative or Indirect Expenses

Indirect expense represents the project's share of overhead expenses and administrative costs. These are expenses incurred by the applicant organization because of program or service implementation but that are not easily identifiable with a specific project. Examples include executive oversight, accounting, grants management, legal expenses, rent, utilities, insurance, and facility maintenance.

Applicants are allowed indirect expenses of up to 12% of the direct expenses of the program or service.

Award Limitations

There are some things we do not fund unless otherwise stated, including:

- Grant Awards to Individuals
- Start-up Organizations
- Loans
- Scholarships

- Travel That is Not Directly Tied to Service Delivery
- Conferences
- Research
- Special Events
- Film or Video Projects
- Nursing Homes and Assisted Living Facilities
- Capital Improvement Projects
- Services for Older Adults Who Do Not Live in the City of St. Louis

Application Process

Application templates are posted on the Senior Fund website. Applications will include a proposal narrative in response to questions, budget, logic model, and supporting documents.

We prefer to receive your proposals via email at info@stlseniorfund.org. Submissions can also be mailed or delivered to the *MHB and St. Louis City Senior Fund, 333 S. 18th Street, Suite 200, St. Louis, MO 63103*. If you intend to deliver your proposal, you must contact us at least one day ahead to schedule a time for delivery.

<p style="text-align: center;">Proposal Timeline</p> <p style="text-align: center;">Request for Proposals Released June 1, 2022</p> <p style="text-align: center;">Proposal Due June 24, 2022 by 11:59pm</p> <p style="text-align: center;">Award Notification July 8, 2022</p> <p style="text-align: center;">Start Date of Grants August 1, 2022</p>

Meetings with Staff

Staff from the Senior Fund and MHB are available for individual consultations if you would like to discuss your proposal. You can also email or call us at any time with questions.

Reservation of Rights

The Senior Fund and MHB reserve the right to reject proposals submitted, to request additional information or clarification from any or all applicants, and/or negotiate changes with applicants at any time before, during, or after the award process. Grant awards are made at the sole discretion of MHB and the Senior Fund. No entitlement to funding for any organization at any level is expressed or implied.

Each applicant, in seeking, receiving, or possessing a request for applications and/or in submitting an application in response does release, indemnify, and hold both the MHB and the Senior Fund and its various employees, representatives, and agents harmless from and against all claims and demands of any and all loss, cost, damage, or liability of whatever nature, which may be asserted against or imposed against the MHB and the Senior Fund as a result of issuing requests for applications, making any revisions thereto, conducting a selection process and subsequent negotiations, and making a final recommendation and/or entering into a grant agreement. MHB and the Senior Fund will not be responsible for any expenses incurred in the preparation or presentation of any proposal.

Questions

Please contact us with questions about this request for proposals. The primary contacts are:

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About Saint Louis MHB and St. Louis City Senior Fund

Saint Louis Mental Health Board (MHB) is an independent taxing district in the City of St. Louis authorized in Missouri state statutes and local ballot initiatives to administer public funds for behavioral health and children's services for the benefit of City residents. MHB does not provide direct services itself but makes funding available for direct services operated by non-profit agencies. MHB invests in accessible, high-quality behavioral health and substance use recovery services. The evidence-based practices used by many grantees are effective and economical, leading to measurable results that improve the quality of life for City residents. MHB invests these tax dollars primarily in grants to non-profit service organizations. In addition to grantmaking, MHB addresses behavioral health needs by making

investments in partnership with other funders, and funding special initiatives in response to pressing, emerging community needs. MHB employs a variety of ways to disseminate funds to the community—funds that achieve tangible results for City residents including funding partnerships in which one or more funders combine their resources with MHB to achieve greater impact.

The **St. Louis City Senior Fund** was created by a voter supported ballot initiative in November 2016. The approved legislation allows the City of St. Louis to levy and collect a property tax of five cents per hundred dollars of valuation, “for the purpose of providing services to persons sixty years of age or older.”¹

*Our vision is for the City of St. Louis to be an aging-friendly city
where older residents can age in place.*

We support this vision by providing grants to local nonprofits and government entities to help support the health, well-being, and ability of residents to continue living in their homes and communities with choice, independence, and dignity. All grants from the Senior Fund are directed to serve residents in the City of St. Louis who are 60 years or older. The Senior Fund also invests in funding partnerships to achieve greater impact.

¹ City of St. Louis Ordinance Number 70314