



Tennessee Small and Rural Hospital Readiness Grant

Application Review Webinar

Agenda

- Grant & Application General Overview
- Live Demonstration & Questions



Grant & Application General Overview

Small and Rural Hospital Readiness Grant

Purpose and Key Dates

Purpose of the Grant

- Governor Lee created the Small and Rural Hospital Readiness Grant to support hospitals that are facing financial strain due to the ongoing response to COVID-19.
- \$10M in grants will be allocated from the state's FY20 COVID-19 response appropriation and distributed by the Department of Finance & Administration (F&A).
- For qualifying hospitals, grants are available up to \$500k per hospital and will serve as a bridge over the coming weeks as patient volumes decline and new federal funds become available.
- Applications will be reviewed on a rolling basis.

Application Steps	Anticipated Date(s)
Application Go-Live on the Tennessee Department of Economic & Community Development (TNECD) Website	April 6, 2020
Preliminary Application Close	May 6, 2020
Applicant Qualitative Interviews	Within 5 business days after application submission*
Notification of Funding Distribution	Within 5 business days after qualitative interview*

* Pending hospital availability

Small and Rural Hospital Readiness Grant

Application Overview

General Description

- Hospitals who wish to be considered for grant funding should complete the online application to document current and projected finances, and other organizational information.
- Applicants should be able to demonstrate that they are actively pursuing federal relief.
- The hospital CEO and Chairman of the Board must acknowledge understanding of the grant and commit to fulfill all General and Post-Grant Reporting Requirements.

Action: Populate and Submit the Online Application

Key Elements

- | | |
|--------------------------------------|--|
| 1. Participation Acknowledgements | 4. Facility, Quality, and Operational Indicators |
| a. General | 5. Financial Statement Data and Financial Indicators |
| b. Post-Grant Reporting Requirements | 6. Additional Financing Options and Activities |
| 2. General Administrative Section | |
| 3. Organizational Information | |

Timing: Submit application by May 6, 2020.

Small and Rural Hospital Readiness Grant

Important Notes

- The application is accessible online on TNECD's website at: <https://www.tn.gov/ececd/rural-development/small-and-rural-hospital-readiness-grant>.
- Any question with a red star (*) is a required question. The application cannot be submitted without answers to all required questions.
- Key considerations:
 1. Must be a "small or rural hospital" as defined by the State of Tennessee
 2. Must be licensed and operating in the State of Tennessee
 3. Whether hospital is a participant in the Rural Hospital Transformation Program
 4. Whether hospital is owned by or affiliated with a health system
 5. Whether hospital has explored alternative financing through federal options
- Applicants should be prepared to provide any necessary additional data or information to TNECD.
- Per F&A policy and procedure, allocated grant funding will be distributed to qualified grant recipients up to 2-3 weeks following the Notice of Grant Award. This timeline assumes the grant recipient is responsive and timely.



Live Demonstration & Questions

Demo: Populate and Submit the Online Application



Go to the homepage of the grant: <https://www.tn.gov/e cd/rural-development/small-and-rural-hospital-readiness-grant>

The screenshot shows the homepage of the Tennessee Department of Economic & Community Development. The header includes the TN logo and the department name. A navigation menu lists various categories like Advantages, Industries, Corporate Expansion, Small Business, Rural Development, News, Resources, and Grants. A red banner highlights information about the ongoing novel coronavirus outbreak. The main content area features the title 'Small and Rural Hospital Readiness Grant' and a detailed description of the grant's purpose and funding. A section titled 'Participation Acknowledgements' is visible at the bottom, along with a privacy notice.

TN Department of Economic & Community Development

Go to TN.gov

Advantages Industries Corporate Expansion Small Business Rural Development News Resources Grants

INFORMATION ABOUT THE ONGOING NOVEL CORONAVIRUS OUTBREAK

Small and Rural Hospital Readiness Grant

As we anticipate increasing hospital volumes due to the spread of COVID-19, it is critical that the State of Tennessee works to ensure that hospitals maintain operational readiness despite temporary losses of revenue.

To do this, Tennessee is allocating \$10M in grants to support hospitals that are facing unusual and immediate financial pressures due to the ongoing response to the novel coronavirus. These funds will be allocated from the state's FY20 COVID-19 response appropriation and distributed by the Dep. of Finance & Administration (F&A).

For participating hospitals, grants are available up to \$500k per hospital and will serve as a bridge over the coming weeks as patient volumes decline and new federal funds become available. Applicants should be able to demonstrate that they are actively pursuing federal relief.

Participation Acknowledgements

Note: Your privacy is very important to us. To better serve you, the form information you enter is recorded in real time.

Questions

- *Question 1:* How does the State of Tennessee define a “small or rural” hospital?
 - *Answer:* A “small” hospital is a hospital that would be eligible for small-business relief (i.e., less than 500 employees). A “rural” hospital is a hospital located outside of a major urban or suburban area; provided, that the hospital may be located within a metropolitan statistical area.
- *Question 2:* Should we report counts of employed people, not just total positions?
 - *Answer:* Please report counts of employed people.
- *Question 3:* When counting physicians, should we include physicians that do not work directly for the hospital, but are affiliated, contracted, or have privileges at our hospital?
 - *Answer:* Please count employed physicians only.
- *Question 4:* When reporting “Total Business Staff”, should we include housekeeping and other personnel not included in the list?
 - *Answer:* Please include Business Office and Administrative staff only.

Other questions?





TM

Appendix

Small and Rural Hospital Readiness Grant

Participation Acknowledgements

Section Goals

- Obtain participation acknowledgement from the Chief Executive Officer and Chairman of the Board.

Major Data Points	Explanation
General Acknowledgement	<ul style="list-style-type: none">• Acknowledge General application requirements.
Post-Grant Reporting Requirements	<ul style="list-style-type: none">• Acknowledge Post-Grant Reporting requirements following the receipt of grant funding.

Small and Rural Hospital Readiness Grant

General Administrative Section

Section Goals

- Gather hospital identifier information.
- Obtain general overview of hospital ownership and structure.
- Identify primary contact information.

Major Data Points	Explanation
Hospital Identification	<ul style="list-style-type: none">• All identification information should be completed to accurately connect facilities to state-acquired data.
Hospital Ownership and Structure	<ul style="list-style-type: none">• Confirm ownership or control based on high-level hospital classification and sub-category.
Primary Contacts	<ul style="list-style-type: none">• Name, Phone, and Email of hospital's chosen contact.

Small and Rural Hospital Readiness Grant

Organizational Information

Section Goals

- Identify general workforce information.

Major Data Points	Explanation
Workforce information	<ul style="list-style-type: none">• Populate high-level workforce fields: for each category, provide total FTEs and raw count of personnel.

Small and Rural Hospital Readiness Grant

Facility, Quality, and Operational Indicators

Section Goals

- Understand the high-level operating and clinical metrics of applicant organization.

Major Data Points	Explanation
Facility, Quality, and Operational Indicators	<ul style="list-style-type: none">• Numerical responses to facility, quality, and operational metrics.
Financial Indicators	<ul style="list-style-type: none">• Unrestricted Cash and Bond Covenants should be expressed in dollars.• Other data points should be expressed as a number.

Small and Rural Hospital Readiness Grant

Financial Statement Data and Financial Indicators

Section Goals

- Gather financial statements.
- Obtain other financial details.
- Understand applicant liquidity and financial indicators.

Major Data Points	Explanation
Financial Statements	<ul style="list-style-type: none">• Using secure data link, submit balance sheet and income statements.• Preferably in Excel format, but PDF if unavailable.• Most recent 12 months or Fiscal Year and previous two years.• Combine multiple files into a zip folder and upload the entire .zip file.
Financial Statement Template	<ul style="list-style-type: none">• Download the “Financial Statement Template” file located on the application webpage.• Populate requested financial information in yellow cells. If certain elements do not apply to your facility, leave blank.

Small and Rural Hospital Readiness Grant

Additional Financing Options and Activities

Section Goals

- Understand alternate methods of financing pursued by applicant organization.

Major Data Points	Explanation
Alternative Methods of Financing (<i>including federal relief programs</i>)	<ul style="list-style-type: none">• Provide description of pursued alternative financing options and federal relief programs.