



## BUDGET OPTIONS FOR GRANT APPLICATIONS

Effective December 2020

The information in this document is provided to support budget development for the State Office of Rural Health (SORH) grant, Small Hospital Improvement Program (SHIP) grant, Medicare Rural Hospital Flexibility Program (Flex) grant and other grant applications. The list below is organized by budget justification category for ease of use and includes a wide range of possibilities, plus a few new options for consideration.

Specific information on costs to your SORH is available as well as the ability to combine several services into one invoice for various NOSORH services in addition to membership dues. Contact Donna Pfaendtner, Administrator, at [donna@nosorh.org](mailto:donna@nosorh.org) for assistance.

For assistance with grant applications, including an “outside” read of your early draft applications, please contact Tammy Norville, Technical Assistance Director, at [tammyn@nosorh.org](mailto:tammyn@nosorh.org).

### TRAVEL:

***FORHP and NOSORH hosted 2021 REGIONAL MEETINGS will be held virtually***

Region A 2021 -- June 22 & 23, 2021

Region B 2021 -- May 19 & 20, 2021

Region C 2021 -- July 28 & 29, 2021

Region D 2021 -- June 8 & 9, 2021

Region E 2021 -- July 14 & 15, 2021

### **NARHC 2021**

Spring Institute – March 21 – 24, 2021, Hyatt Regency San Antonio Riverwalk & Online  
[Click here for additional information](#)

Fall Institute – October 18 – 20, 2021, Kentucky Convention Center (Cincinnati)  
[Click here for additional information](#)

### **NRHA 2021 –**

Virtual Rural Health Policy Institute – February 9 – 11, 2021, Washington, DC  
Hilton Washington D.C. National Mall  
[Click here for additional information](#)

Annual Rural Health Conference - May 4-7, 2021 New Orleans, LA, Sheraton New Orleans  
[Click here for additional information](#)

Rural Hospital Innovation Summit - May 4-7, 2021 New Orleans, Sheraton New Orleans  
[Click here for additional information](#)

Health Equity Conference - May 4, 2021 New Orleans, Sheraton New Orleans



[Click here for additional information](#)

Rural Health Clinic Conference - Sept. 21-22, 2021 in Kansas City, MO  
Sheraton Kansas City Hotel at Crown Center

[Click here for additional information](#)

Critical Access Hospital Conference - Sept. 22-24, 2021 in Kansas City, MO  
Sheraton Kansas City Hotel at Crown Center

[Click here for additional information](#)

## CONTRACTUAL:

- **\$350** for providing webinar technology and support for your state to present on key rural health topics. The \$350 per webinar cost includes 20 callers (including presenters and one NOSORH staff host) for each 1-hour session. Presenter and content will be coordinated by the SORH staff while NOSORH technology and conference call line will be used for delivery and recording of webinar.
- **\$5,000** plus travel for onsite one-and-a-half-day grant writing workshop for your state which includes NOSORH instructors, all materials, and support for registration and publicity activities, as needed by the individual SORH.
- **\$4,500** plus travel for a tailored one-day, on-site workshop provided by the appropriate NOSORH Team Member. Each one-day agenda is customized to the needs of the SORH, stakeholder and/or provider group attending the event. Topics may include general operational business literacy such as negotiating a provider employment agreement to understanding the revenue cycle to a general overview of Rural Health Clinic billing versus Fee-for-Service billing to basic data collection and analysis strategies and National Rural Health Day engagement.
- **\$3,000** for a tailored one-day, virtual workshop provided by the appropriate NOSORH Team Member. Each one-day agenda is customized to the needs of the SORH, stakeholder and/or provider group attending the event. Topics may include general operational business literacy such as negotiating a provider employment agreement to understanding the revenue cycle to a general overview of Rural Health Clinic billing versus Fee-for-Service billing to basic data collection and analysis strategies and National Rural Health Day engagement.
- **NEW OFFERING – SORH Strategic Capacity Building and Evaluation Planning**
  - **\$1,500** for a customized and facilitated four-hour virtual session for the Core and Topical Proficiencies self-assessment with individual SORH. This session will assist SORH in developing a consensus score on the SORH Proficiencies self-assessments, providing SORH with a data report for comparison to existing state and regional benchmarks.
  - **\$3,000** for a customized 1-day virtual SORH Strategy session to determine team strengths and challenges, flexibility for adopting new programs, and assess readiness for engaging new opportunities with rural partners. Built upon the SORH Proficiencies framework, this session will analyze results of the individual self-assessment response, identify self-directed goals, and develop a



- plan for technical assistance and staff development. SORH Proficiencies self-assessments must be completed prior to participation.
- **\$3,000** for a customized 1-day virtually facilitated SORH Evaluation Planning session to review and assess the office evaluation plan across the SORH, Flex, SHIP and PCO programs. This session will provide SORH with the framework to integrate the evaluation of their office programs and streamline data collection, analysis, and communication.
  - **\$5,000, \$7,500 or \$12,000** per participating SORH participating in the **Tiered Technical Assistance Program**. Subscription pricing is based on the Tier selected. Tier 1 - \$5,000; Tier 2 - \$7,500 and Tier 3 - \$12,000. Please see Tiered Technical Assistance Program overview page on the NOSORH website for additional information and Program Overview & Options ([click here](#)).
  - **\$1,500 NEW OFFERING Primary Care Data Add-on** to selected *Tiered Technical Assistance* subscription. Determination of basic data opportunities related to rural primary care work and incorporated to enhance TA work. This add-on will explore basic data management resource needs and next steps.

## OTHER:

### Membership Dues:

- **\$1,575** membership dues for National Organization of State Offices of Rural Health. NOSORH membership provides the office with opportunities for training and learning on rural health topics, funding for special projects, coordination with other SORH, resources to disseminate information regarding SORH activities and monthly webinars on topics of key interest and concern for rural communities and the SORH.

### Registration Fees:

- **\$400** (estimate) registration fees for SORH staff to attend the **NOSORH Annual Meeting**, a required meeting.
- **\$375** registration fee for SORH or EMS leaders to attend the **National Rural EMS & Care Conference**.
- **\$500** for **Data Institute** conducted by NOSORH. Training provided via a series of webinars to establish a standard for data use and establish a minimum skill set for data use for SORHs. The Data Institute will educate SORHs on the data available today, how to find it and how to use it. Appropriate for SORH staff.
- **\$500** for online rural health grant writing education through the **Grant Writing Institute** conducted by NOSORH. Training provided via a series of 9 webinars on all aspects of rural health grant writing including documentation of need, grant budget preparation, development of evaluations, work plans and identifying sources of grant funds. Appropriate for SORH staff and rural health partners such as RHCs, CAHs, Free Clinics and FQHC staff.
- **\$350** for **“Beyond the Basics” Grant Writing Institute**, a recorded, on-demand 4-part online advanced rural health grant writing education series conducted by NOSORH. The series is designed to outline strategies to enhance communication, efficiency, accountability, and effectiveness for grant seeking and management efforts. Appropriate for SORH staff and rural health partners such as RHCs, CAHs, Free Clinics and FQHC staff.



- **\$750** for the **Rural Primary Care Institute**. This **NEW** webinar series is designed to grow SORH and stakeholder capacity on all aspects of Rural Primary Care. Topics covered include but are not limited to access, determination of service needs, community outreach, grant and project management activities, population health and health equity elements, as well as the importance of coding, billing, and documentation to revenue cycle success. Through this Institute, participants will enhance overall primary care knowledge, strengthen technical skills, and gain perspective of service delivery model options. This webinar series is offered as an Institute to earn a certificate or on-demand by module (\$80 per module).
- **\$750** for the **Rural Health Leadership Institute**. This interactive Institute is designed to grow engaged, equipped, and resilient leaders and to provide rural focused professional development to current and future leaders and managers working in the rural health environment. The Institute will incorporate grant and project management activities as well as explore relevant population health and health equity elements. This live webinar series is geared toward of State Office of Rural Health (SORH) staff, providers of rural health services and other rural stakeholders. The Institute will explore skills, characteristics, and knowledge essential for successful leadership and management skills.
- **\$350** for the **Community Development Basics** course coming **Fall 2021**. This foundational 5-session web-based introduction includes what community development is (and isn't), process strategies including grant and project management, roles, community collaboration frameworks and working across different potential collaborative partners including but not limited to EMS and other healthcare providers, transportation, local government, education, and faith-based communities. The course will be framed for SORH and rural health stakeholder success and lays the foundation for future community development work.

#### **Data Management Tools:**

- **\$2,500** for access to the TruServe basic performance measures tracking tool to allow capture of impact of SORH and other activities. Up to 10 customizable modules (**\$1,000 each**), including but not limited to mapping capabilities, all orientation, support, and full features of this easy-to-use online tracking tool.
- **\$5,000** for access to the TruServe enhanced performance measures tracking tool to allow capture of impact of SORH and other activities. Unlimited customized measures, mapping capabilities, all orientation, support, and full features of this easy to use on-line tracking tool.
- Onsite training for an unlimited number of users for the TruServe performance measures tracking tool. Contact Mark Barclay ([mark.barclay@und.edu](mailto:mark.barclay@und.edu)) for pricing and additional information.

**Your input on needed services is always welcome. Thank you for your time and consideration.**

***For questions, additional information, or assistance, please contact:***

**Tammy Norville**, Technical Assistance Director  
National Organization of State Offices of Rural Health  
Phone: (888) 391-7258 Ext. 105  
Mobile: (919) 215-0220  
[tammyn@nosorh.org](mailto:tammyn@nosorh.org)