

Centers for Medicare & Medicaid Services  
Special Open Door Forum:  
Children's Health Insurance Program Reauthorization Act (CHIPRA)  
Outreach and Enrollment Grants- Cycle I

Wednesday, July 22, 2009

2:00PM – 4:00PM ET

The Centers for Medicare & Medicaid Services (CMS) will hold a Special Open Door Forum (ODF) to discuss the solicitation for the Outreach and Enrollment Grants authorized in the Children's Health Insurance Program Reauthorization Act of 2009 (CHIPRA) (Pub.L. 111-3).

CHIPRA includes a number of provisions increasing outreach funding and activities to enroll eligible, but uninsured children, in coverage with a particular focus on those who are the most difficult to reach. The Department of Health and Human Services (HHS) will award a total of \$80 million during two or more award cycles to eligible entities to conduct targeted outreach, resulting in increased enrollment in Medicaid and CHIP of eligible but unenrolled children. The solicitation for the Outreach and Enrollment Grants will be the subject of this teleconference.

CHIPRA provides \$80 million for fiscal years 2009-2013, expressly for the purpose of providing outreach grant money to find these children and ensure that they are enrolled in the Medicaid and CHIP programs and that they retain this coverage while they are eligible. The award of these grants is based on the following principles:

- Outreach must be results driven and connected to actual enrollment and retention of children in these programs;
- Grantees must be able to provide sound data demonstrating the connection between the proposed outreach efforts and resultant program enrollment and retention;
- Data and systems improvements will be considered for funding within a proposal, when the applicant can demonstrate that these are appropriate within the context of the outreach strategies and will result in increased enrollment and retention;
- It is CMS' intent to share best practices and lessons learned among grantees and we are particularly interested in successful outreach efforts that can be replicated.

During this Special ODF CMS staff will discuss:

- Key components of the solicitation,
- Key dates for the solicitation,
- Answers to questions received in the CMS CHIPRA Outreach Grant Resource Box,
- Questions from attendees regarding the solicitation.

We look forward to your participation.

Special Open Door Forum Participation Instructions:

Dial: 1-800-837-1935

Reference Conference 17418037

Note: TTY Communications Relay Services are available for the Hearing Impaired.

For TTY services dial 7-1-1 or 1-800-855-2880. A Relay Communications Assistant will A Relay Communications Assistant will help.

An audio recording and transcript of this Special Open Door Forum will be posted to the Special Open Door Forum website:

[http://www.cms.hhs.gov/OpenDoorForums/05\\_ODF\\_SpecialODF.asp](http://www.cms.hhs.gov/OpenDoorForums/05_ODF_SpecialODF.asp) and will be accessible for downloading beginning July 30, 2009.

For automatic emails of Open Door Forum schedule updates (E-Mailing list subscriptions) and to view Frequently Asked Questions please visit our website at

<http://www.cms.hhs.gov/opendoorforums/> .

Thank you for your interest in CMS Open Door Forums.

Audio File for this Transcript:

[http://media.cms.hhs.gov/audio/CHIPRA\\_Section\\_201\\_Grant\\_Applicants.mp3](http://media.cms.hhs.gov/audio/CHIPRA_Section_201_Grant_Applicants.mp3)

Centers for Medicare & Medicaid Services  
Special Open Door Forum:  
Children's Health Insurance Program Reauthorization Act (CHIPRA)  
Outreach and Enrollment Grants –Cycle 1  
Moderator: Natalie Highsmith  
July 22, 2009  
2:00 pm ET

Operator: Good afternoon. My name is (Laurie) and I will be your conference facilitator today. At this time I would like to welcome everyone to the Centers for Medicare and Medicaid Services Children's Health Insurance Program for Reauthorization Act Outreach and Enrollments Grants Cycle One Special Open Door Forum.

All lines have been placed on mute to prevent any background noise. After the speaker's remarks there will be a question and answer session. If you would like to ask a question during this time, simply press star then the number 1 on your telephone keypad. If you would like to withdraw your question, press the pound key.

At this time it is my pleasure to turn the conference over to Natalie Highsmith. Please go ahead.

Natalie Highsmith: Thank you Laurie and good day to everyone and thank you for joining us for this Special Open Door Forum to discuss the solicitation for the outreach and enrollment grant authorized by the Children's Health Insurance Program Reauthorization Act of 2009 also know as CHIPRA.

CHIPRA provides \$80 million for fiscal years 2009 through 2013 for the purpose of providing outreach grant money to find and enroll eligible but

uninsured children in the Medicaid and CHIP Programs and they retain this coverage while they're eligible.

During this Special Open Door, CMS staff will discuss key components and key dates for the solicitation, and answer questions received to the CMS CHIPRA outreach grant resource box which is CHIPRA - C-H-I-P-R-A, [outreachgrants@cms.hhs.gov](mailto:outreachgrants@cms.hhs.gov). And, as always, we will have an open Q&A portion at the end of the call.

I will now turn the call over to Kathleen Farrell who is the Director of the Division of State Children's Health Insurance.

Kathleen Farrell: Thank you and thanks everybody for calling in. Just to let you know what the agenda's going to be for this call, we're going to start - I'm actually going to walk you through the solicitation and then we will reiterate key dates. We will then discuss opportunities at grants.gov and how that process works.

And then we are going to go through - the staff that has been working on the outreach team- are going to go through some of the answers to questions that we've been receiving in the mailbox by topic area. And then we are going to open it up for general questions.

Because we have 800 lines on this call, which means a lot of people calling in, I would ask people that when they call in their questions to keep them fairly general so that they can apply to as many people as possible and if you have very specific questions about the type of (polls) that you are considering or, you know, about your project, that you send those in to the mailbox.

So with that, I'm going to start with a walk-through of the solicitation. I'm not going to be reading it to you but I am going to get pretty specific about it. As you know, CHIPRA was signed on February 4th of this year and provided an additional \$35 billion to the program to continue it and also to increase children's enrollment.

Both Medicaid and CHIP have been very effective in enrolling children for both of these programs. To date, we have 37 million children in these programs but we've estimated that there are still an additional 7 million children that, in fact, are eligible but not enrolled.

So to that end, CHIPRA provided a number of provisions to increase enrollment of children. One of them is \$10 million for a National Enrollment Campaign. There's also \$10 million for private targeted outreach to Native Americans. And there's \$80 million for outreach grants to eligible entities to find these children and ensure that they are getting enrolled.

This particular solicitation is regarding that \$80 million and the monies for this will be awarded in one or more grant cycles. This first grant cycle will award up to \$3 million. These grants are not planning grants and those projects for outreach must be results driven, connected to actual enrollment intent in children in these programs. And that's the overlying principle of these grants.

Grantees must also be able to provide sound data demonstrating a connection between their efforts and the resultants' program enrollment and retention of children.

And we will consider data and systems improvements for funding when the applicant can demonstrate that these are appropriate within the context of

the outreach strategy and will result in enrollment and retention. It is also our intent to hear best practices and lessons learned from grantees and we're very interested in successful outreach efforts that can be replicated.

In terms of priorities for these awards, they will be given to eligible entities that propose to target geographic areas with high rates of eligible and enrolled children including children that reside in rural areas or racial and ethnic minorities and health disparity populations including populations of cultural and resistant barriers to enrollment.

We will give priority to proposals that can submit substantial evidence that the entity includes members who have access to and credibility with ethnic or low income populations and communities, and any activities funded under the grant, and has the ability to address barriers to enrollment and provides specific quality or outcome performance measures to evaluate the effectiveness of their activity.

And we shall conduct a session of the effectiveness of these activities against the performance measures and the grantee must agree to cooperate with the selection between enrollment and other information and in the case of an eligible entity that is not the state, they must agree to provide the state with the enrollment data and other information as necessary so the state can make projections of eligible children.

In terms of funding, as I mentioned, this total amount of funding for this cycle would span the project period of 24 months, Fiscal Year 2009 through Fiscal Year 2011 with up to \$40 million.

We anticipate awarding about 200 grants in this cycle and we expect them to average between \$200,000 with individual award amounts ranging from a minimum of \$25,000 to a maximum of \$1 million. We would caution

applicants to use the reasonableness test when determining a cost for enrolling as well as percentage of funds that you would attribute to administrative costs.

Our anticipated date of award is September 30, 2009, and we would mention to any applicant who does not meet the criteria that we've established in this grant announcement to consider applying in subsequent cycles.

In terms of what is an eligible entity, there are, I'm going to go through the list and I also want to mention that there are definitions also provided in Attachment 3 of the solicitation. And the list includes dates which include the Territories.

It includes a local government, Indian tribe or tribal consortium, a tribal organization and urban Indian organization receiving funds under Title 5 of the Indian Health Care Improvement Act or Indian health service provider.

It can also be a Federal health safety net organization which includes a federally qualified health center, a disproportionate care hospital, a covered entity described in Section 340BA4 of the Public Health Service Act, or any other entity or consortium that serves children under a federally funded program included programs such as WIC or Head Start.

It can be a National, state, local or community based public or non-profit private organization and one example of that are organizations that use community health workers, community based doula programs.

It can be a base organization or consortia to the extent that a grant awarded to such an entity is consistent with the requirements of Section 1955 of the Public Health Service Act relating to a grant award to non-governmental

entity. It can be an elementary or a secondary school or it can be a coalition of eligible entities.

Any proposal that comes in from a coalition must identify the members enrolled and responsibilities of each member and designate an immediate agency.

We expect written letters of support from partner organizations to confirm this coalition membership and actually a Memorandum of Agreement between the coalition members. Individual entities will be considered on their own strengths and merits.

Non-state applicants will need to demonstrate that the State is supportive of their application or that its efforts will be effective increasing enrollment among eligible children in the absence of state collaboration.

Due to the responsibility that State Medicaid and CHIP Agencies have in enrolling eligible children and their possession of critical data upon enrollment, the totals from these agencies; and I'm speaking specifically on the Medicaid and the CHIP Agencies, or from coalitions that include these agencies are subject to additional criteria in the solicitation.

In terms of cost sharing, matching and maintenance of effort, awardees are not required to provide a matching contribution; however, any funding should be viewed as efforts by other entities to be mentioned. In the case of a State that's awarded a grant, the State's share of such funds expended for outreach and enrollment activities under the State Child Health Plan shall not be less than the State's share of such funds expended in the fiscal year preceding the first fiscal year for which the grant is awarded. And, this maintenance of effort requirement continues each year of the grant.

In terms of Tribal entities, we want you to know that there's also an additional \$10 million that has not yet been made available but tribes and tribal entities are eligible for grants included in the solicitation. However, the identical or extremely comparable scope of work cannot be funded by both grant programs and Tribes and tribal entities must attest that they will not accept funds from the targeted grants to finance outreach and enrollment activities funded by extra (extra) grant awarded under the solicitation and vice versa.

In terms of applications, only one application may be submitted by a single entity for funding in cycle one although an eligible entity may be a member of multiple coalitions. Entities working together as a coalition should submit one application.

Only one CHIP or outreach enrollment grant will be awarded to a single eligible entity or to a lead agency of a coalition. All awardees must attest that they will not finance the same scope of work under more than one CHIPRA outreach grant award or other Federal funding streams.

Funding or in kind support contributed to Medicaid, CHIP outreach and enrollment efforts by entities other than the Federal Government will further demonstrate the sustainability of these efforts and we would ask applicants that have this funding to provide details of the duration, the amount and source of this funding or in kind support.

In terms of the application and submission information, applicants are required to submit the applications electronically and by mail. Complete electronic application package, including all the required forms are available at <http://www.grants.gov> and applicants must apply through this Web site. Standard application forms and related instructions are available online at

<http://www.cms.hhs.gov/grantopportunities> and all of this information is in the solicitation.

Applications must include a check-off cover sheet and a list of forms with an original signature enclosed as part of the proposal. An applicant must include a cover letter to identify the eligible entity or if a coalition of the eligible entities and the entity that will serve as a lead agency.

This is where entities should describe how they meet the criteria to be considered an eligible entity, the title of the project and the total amount of funding requested for the grant period, also included to be a project abstract which is 1- page abstract with a distinct description of a proposed project that includes the goals of the project, the total budget and a description of how the grant will be developed or improve outreach in the enrollment of children.

A project narrative should be included. There's a fifteen-page limit to the narrative portion. It does not include the required appendices, letters of support, assurances and certifications. And I'll talk more about that as I go along; also a budget narrative which is limited to two pages. This would be a detailed budget for the grant period which includes an estimated budget total, the current state funding for Medicaid and outreach and enrollment efforts it may be receiving.

State applicants need to submit the amount of money that was spent in the preceding fiscal year on outreach for CHIP to demonstrate that they meet the maintenance of effort requirements. Funding from other sources including in-kind support for the state, and the state's share of money to support the increased enrollment in Medicaid and CHIP, and total estimated funding requirements for each of the following line items and a breakdown for each line item by grant year.

And there's a list in the solicitation that I'm not going to go through the whole thing but includes things such as personnel, fringe benefits and contractual costs and those types of expenses.

Also included is the appendices in the application and in that you would submit your required forms, your letters of support, your resumes which are job descriptions for the project director and the assistant director and percentage of time each person will be working on this project and percentage of time that is spent on (unintelligible) outside of the grant activity.

All grant applications must be submitted electronically and are due on August 6th. Applications can be received through grants.gov until 11:59 pm Eastern Standard time on August 6th and will be considered on time. All applications will receive an automatic time stamp once they're submitted and applicants will receive an automatic e-mail reply acknowledging that an application is received.

As a back-up to this electronic submission which is the official submission, an applicant must also submit two: an original, two copies and a DVD to the address in the solicitation. And mailed - if you mailed an application it must be received on or before August 10th. Any electronic and mailed applications that don't meet the above criteria will be considered late and will not be reviewed by the panel.

Also on the solicitation you will find directions on funding. The solicitation provides information on where you can find applicable instructions for indirect costs depending upon what type of entity you are. Regarding direct services, we just want you to know that grant funds cannot be used to pay

for direct services such as medical and other services that would be covered by a Medicaid or CHIP program.

No grant funds awarded under the solicitation can be used to reimburse pre-award costs such as consultant fees that might be paid to prepare this grant proposal and you will also find an attachment to the solicitation a list of prohibited uses of grant funds. And we also want to restate that the same schedule award cannot be paid for by more than one CHIP or outreach grant or other Federal funding stream.

Applicants are also required to have a Dun and Bradstreet number to apply for a grant which is a number that uniquely identifies your entity. It's an easy number to get. There's no charge for it. And there's a Web site that's listed in the solicitation and you will have to enter that number on the cover page of that application.

We are asking applicants to submit a non-binding Notice of Intent to apply. These are not required and you will not be penalized if you do not submit one. It's really more for us so that we can plan the number of panels and reviewers that are needed in reviewing the proposals that come in. And we are asking to have these notices of intent by July 27th and asking to have it faxed to 410-786-5882.

And for anyone that tried before to fax it in and had a problem, you're right. We did have a problem with our fax machine. It's been fixed and they - and everything that had been faxed in was stored in the memory so we have them if you tried to submit them before.

The applicant must also register in the Central Contractor Registration data base in order to be able to submit the application. There's a Web site

(implementation) for getting information on that. This is a completely separate process from submitting your application.

Applicants are encouraged to register early because it can take about 2 weeks to complete this process and we want to make sure that you are registered in time so that it doesn't impair your ability to meet the required submission dates for the application.

The weights that are going to be used in evaluating this proposal, you will be getting 50 points for the outreach and enrollment plan, the data collection and recording, the funds marked for learning and specific criteria that we list for - that specifically relate to Medicaid and CHIP agencies for demonstrating State level support of grantees.

Thirty points will go to the evaluation plan that you submit. Ten points to your work plan and timelines. And ten points to your budget narratives. The successful applicant will submit an outreach and enrollment plan targeting geographic areas with high rates of eligible but unenrolled children.

We would expect each proposal to include different elements of an outreach and enrollment plan depending on what approach you're planning on taking. For example, a proposal to establish a community based application and renewal assistance project would be very different than a plan aimed at including notices or systems to enroll or retain eligible children.

So we would expect to have different measures depending upon what your project is. All proposals should include use of demographic data in designing projects. We are specifically looking for targeting populations with high - and geographic areas with high levels or uninsured children under 200% of the Federal poverty level who might be eligible for Medicaid or CHIP but are not enrolled.

It must include a description of who the children are that you are targeting and an estimate of the numbers of children that you are expecting to enroll through your activities, a description of the outreach strategies and how you will measure how well these strategies are working in getting and keeping Medicaid and CHIP eligible children enrolled, a description and example of your access to and credibility within the community that you are going to target your efforts at, a demonstration of your ability to address barriers to enrollment and the ability to implement the activities that you are proposing, a demonstration of your ability to sustain the outreach enrollment and retention efforts beyond the original grant period.

Additional weight will be given to applicants that can show original funding or inclined support from sources other than the Federal Government. We are particularly interested in proposals that can demonstrate the target, enroll and retain specific populations with high rates of uninsured and who have issues to access with care.

Examples or - and we provide this institution who are immigrants or border populations, migrants, Hispanic children, teens, children that live in rural areas, homeless children and American Indian and Alaskan Native children.

We are looking for varying proposals that address the issue of uncovered children and including those that provide community based outreach and one-on-one assistance as well as system-type proposals that can demonstrate the use of technology to facilitate enrollment and retention efforts.

All applications must include a description of a plan for defining, collecting analyzing and reporting on the necessary data to assess the effectiveness of the grant activity, a description of the applicant's capacity to collect this required data and to share this data with partner agencies and CMS and also

a demonstration of the applicant's capacity to track data and report it regularly regarding enrollment and retention.

For applicants that are not a State Medicaid or CHIP Agency, we are also requesting information on your intent to develop a Memorandum of Understanding with the State and CHIP Agencies for the purposes of data collection or alternative plans if that's not your intent, to demonstrate enrollment or retention results.

We would expect grantees relying on Memorandums of Understanding to have 90 days after being notified of grant approval to develop the MOU with the State to establish data links for the reporting of eligibility enrollment data. Applicants who have cross-border projects will need to develop an MOU with each of the States involved.

Funded State Medicaid and CHIP Agencies must have a reciprocal agreement to have the MOUs in place within 90 days after award as a condition of funding. It is not the applicant's intent to develop an MOU as I mentioned. The applicant will have to provide details on what alternatives you are proposing and how you would obtain data on enrollment and retention.

We're also, as I said before, very committed to benchmark learning so the applicant must include its intent to participate in certain key program components that we've listed in the solicitation, some of the most important being collecting and reporting the required data that identifies effective strategies for enrollment and retention as well as sharing best practices on lessons learned with other grantees via peer learning that - through a variety of vehicles that will be set up in the future.

Because Medicaid and CHIP State agencies have the ultimate responsibility enrolling data of children, rather, and because they possess critical data on enrollment and retention, proposals from these agencies will be weighed with criteria in addition to the previous criteria detailed in the solicitation.

We note that and we mentioned this in the solicitation that the State is not required to fulfill this entire list of criteria that's in the solicitation or have those items in place at the time of application. Most of these are provided as items that demonstrate the State's support of the grantees that may be funded within the State.

If the State is planning on implementing any of these as part of its proposals, the State should document that and should also discuss any they already have in place.

Other than providing support to the grantees, we would also ask for a Letter from the Governor in support of increase in enrollment and retention efforts from states. We would also expect a Memorandum of Understanding with grantees if there are non-State grantees in the State within 90 days.

The idea is that these non-State grantees would provide the State with a list of applicants for whom they have facilitated enrollment or retention and the State would provide the grantee with reciprocal information such as the percentage of children referred that have been found eligible, enrolled, and retained.

We're not talking about individual information that would be impacted by CHIPRA or privacy. We're talking more about what percentage of applicants are referred that are ultimately found eligible. We'd ask states to provide technical assistance - to consider providing technical assistance to grantees to help them in both bargaining the efforts and in the evaluation

and a list of potential ways is provided in the solicitation although we should say that list is not exhaustive and the State agency can also come up with their own ideas and include funding requests to develop and carry out those efforts in your proposal.

We're also very interested in proposals that assist in facilitating enrollment and retention including those that use innovative applications of technology and we provide a list of some possible ideas. Once again that list is certainly not exhaustive.

As we mentioned before, there is a Maintenance of Effort requirement for States that - and States must provide an assurance that the stature of funds expended for outreach and enrollment activity under the State Child Health Plans and the Title 21 plan cannot be less than the State share of such funds expected in the fiscal year preceding the first fiscal year for which the grant's awarded.

So in other words, the amount of money that you're spending in 2009 cannot be less than what you expended in 2008 by Federal Fiscal Year. And that will apply for each year of the grant.

Every proposal must have an evaluation plan. It must be a detailed plan to assess the program strategies, processes and outcomes and an applicant must develop an identified data collection process used in the proposal that will be used to measure effectiveness.

There are overall quality and outcome measures that grantees would use to state that data to assess. Those include things such as the number of children enrolled in the program through the grantee's effort out of those who are potentially eligible and the same for the number of children that are ultimately retained by the program and the potential of the role impact of

increasing the number of low income uninsured children as evidenced by a reduction in the percentage of low-income uninsured children in the target area.

There are also specific measurable quality and outcome performance measures that'll (unintelligible) teaching. And there are - the first four in that listing are ones that will be reported on by the state. And the state will use ever enrolled data in reporting that to make sure that a child is not counted multiple times.

Non-state grantees can select from the measures that apply to their particular project, and we'll use them to evaluate their project and assess how they meet the overall measures. And those are listed in the solicitation. The actual quality and outcome performance measures may vary depending on the nature of the proposal and must relate to the actual activities of the proposal.

There are also additional specific measurable quality and outcome performance measures that are applicable to State Medicaid and CHIP Agencies which are also listed there. And then there is also a measure that will apply to States with non-State grantees, which is based on a reporting of non-State grantees un-enrollment and funded activities.

The State will make a comparison of the level and types of efforts associated with costs to determine which efforts generated better enrollment per dollar. In addition to this we are also requiring a work plan and timeline.

The timeline is required with project goals and objectives that are consistent with those outlined in the narratives and should include reasonable benchmarks, milestones, time frames and identify the responsible parties to

accomplish the goals of the project. There is also a list of supporting documentation that should accompany the application.

This is, you know, - which is listed in the solicitation. We are asking for a letter of support from the applicable State. That would include evidence of the State share funding for the proposed increased Medicaid and CHIPRA enrollment that would occur from these efforts.

A State juridification of their Maintenance of Effort and confirmation that was in 90 days of the award the State would enter into a data access of sharing Memorandum of Understanding with the grant applicant. It's a State, we're asking for a letter from the Governor or if you know, in the instance of or - if there is a coalition that includes the State.

In the absence of a State letter of support, the non-State applicant as we've said before will need to demonstrate that they have that - their efforts will be effective in increasing enrollment among eligible children in the absence of a State collaborations. We are also - the applicant must provide a clear delineation of rules and responsibilities of the project staff and how they will to contribute to achieving the project objective.

Also documentation that will be required as appropriate for the type of applicant include a Memorandum of Agreement that would be signed by all coalition members and a plan for involving community leaders and other stake holders, including community-based organizations in the targeted areas. And for that we would ask for letters of support from community-based organizations. That would be put in the application under the attachments.

In terms of the review and selection process, we are going to employ a multi-phase review process. First, applications will be screened to determine

whether or not they are complete and whether they're eligible for further review.

They will then - those that are found eligible for further review will then be objectively reviewed by a panel of experts using the criteria in the solicitation to establish an overall numeric score for each application. These results will be used to advise the approving CMS official and CMS staff will also make final recommendations to the approving official after ranking the application using the scores and comments from the review panel, and weighing other factors that are described in factors other than merit that may be used in selecting applications for awards, which is discussed in the solicitation also.

CMS can look at these applications to assure a reasonable balance among the grants that are going to be awarded in terms of key factors, such as reviewed geographic distribution and target group representation. We may redistribute grant funds based upon the number and quality of the applications received. And we will not fund activities that are duplicative of efforts funded through this grant program or other Federal resources.

Once we go through that and these applications are scored and ranked, based upon how each application addresses the CHIPRA goals that we've outlined in the solicitation, CMS will determine who will receive the grant awards and dollar amount of each award. Successful applicants will be notified by letter. They will receive a Notice of Award signed and dated by the CMS Grants Management Officer. We are anticipating awards by September 30. Unsuccessful applicants will be notified by letter that they will receive through the post office and will be mailed after October 1.

We also want to make applicants aware that there are special requirements that can apply to these grant awards and will be detailed as special terms and conditions when you receive the award.

All applicants will be - all awardees, rather, will be expected to complete quarterly and annual progress reports that include the quality and performance measures and also complete a final report to CMS. Progress reports will be due Thursdays after the end of each quarter. And annual reports will be 30 days after the end of 12 months of each of the grant award.

The final report will be due 30 days after the conclusion of the project period. Awardees must also agree to cooperate with any Federal evaluation of the program and provide reports of intervals listed in the terms and conditions of the award.

In terms of contacts, if you have any programmatic questions you can direct them to our grants mailbox, which you're probably going to hear the address many times during this call but it's chipraoutreachgrants -- all one word -- at cms.hhs.gov.

If you have administrative questions about these outreach and enrollment grants, you may direct them to Mary Greene. And she - her address is in the solicitation, but I'll give you her email which is Mary.Greene, G-R-E-E-N-E, at cms.hhs.gov.

Okay with that walking through the solicitation, we're going to turn it over now to Susan Gratzer who's just going to go through those key dates with you one more time.

Susan Gratzner: Just to go through those key dates just one more time, again the voluntary Notice of Intent to apply is due by July 27. While this is voluntary, we encourage applicants to submit this non-binding intent to apply. It is not a required form, and applicants can still apply even if they have not submitted the intent to apply form. The receipt of this notice will allow CMS to better plan for our review process. Again that's July 27 for the voluntary Notice of Intent to apply.

The next date, the electronic grant application is due by August 6, 2009. The mail-in application is due by August 10. Both submissions are required. Again, that's August 6 for the electronic application and August 10 for the mail-in application.

By September 30, 2009, the notice of awards will be issued. With that, I will turn it over to Nicole Nicholson who will talk about some of the administrative issues.

Nicole Nicholson: Good afternoon. I just want to make three points about Grants.gov. First, if you haven't started the registration process, please do so now. Grants.gov provides a step-by-step guide on how to register. We strongly recommend that you do not wait any longer to register for Grants.gov. You are able to download and work on the application while your registration is pending.

Secondly, if you need assistance with Grants.gov - excuse me- Grants.gov online process including but not limited to the registration process, tracking your application or password retrieval, you can call grants.gov directly or you can e-mail them. And their contact information is on the Web site. Grants.gov does have other resources available on their Web site, such as the Applicant User Guide, they have registration checklists, and also animated tutorials to help you with some of the processes on there.

And lastly, please do not wait until the final minute to submit your application if you wait until 11:59 pm Eastern Standard Time to hit the submit button and Grants.gov finds errors with your application, you won't have time to fix them and you may miss the deadline. So we strongly recommend that you don't wait until 11:59 pm to submit.

Submit well in advance so that if there are errors you have time to fix them. Thank you.

Kathleen Farrell: Okay with that we are going to go to some of the questions that we've actually pulled off from the mailbox. And staff members will go through ones that they found, that they thought were fairly representative of the ones we've been getting and hopefully address some of the questions you might have in your mind.

So with that - okay I'm going to turn this over to Terri Murphy.

Terri Murphy: Hi. I'm going to discuss some of the general questions we've received. One of them was: Can the application be hand-delivered to CMS? And the answer is no, applicants must submit their applications electronically and by mail. See Section 4 about the application and submission information for complete instructions.

Another question is: Must we adhere to the 17-page project narrative grant cited? Can we submit additional information appendices? Yes, applicants should adhere to the 17-page narrative submission. Project narrative is 15 pages and the budget narrative is 2 pages. The budget narrative as described in Section 5 is not to be confused with the proposed budget as detailed on Pages 10 and 11.

All specifications of the application as described on Pages 9 through 11 must be met or your application can be disqualified from consideration. As noted before appendices will not be reviewed for purposes of the rating process.

Can I fax my application to CMS? No. All grant applications must be submitted electronically and are due on August 6, 2009. Two copies of the application and a CD to complete the application must also be submitted to CMS. The complete address and instructions are found in Section 4, Application and Submission Information, Item 3 on Page 11 Submission Dates and Times of the Solicitation.

Are both electronic and mail submissions required? Yes, the electronic submission is the official submission. The mailed application is a requirement that serves as a back-up should the Grants.gov web site encounter difficulties.

And finally, can the grants be revised after submission if the reviewers need additional information? The answer is: No, the applicant will not receive feedback during the review process. The applicant will receive correspondence after the award decisions are made.

And with that we're going to turn it over to Barbara Waugh.

Barbara Waugh: Good afternoon. A number of questioners have asked, what is an eligible entity? As Ms. Farrell explained in her comprehensive overview, she provided a listing of those entities and I wanted to point out that Section 202 of the CHIPRA law does provide the information that anyone would need along with the solicitation, Number 1, please also see attachment Number 3, Page 30, which defines eligible entity, and for your - as a tool or an aid please see Page 41 of Attachment 5, which is the coversheet, and it contains

a checklist and the applicant can check the appropriate box or provide additional information in the box entitled Other.

Continuing along that same line, a number of questioners asked us to identify a Federal Health Safety Net Organization or state it differently to define it. Again, Ms. Farrell provided that definition and it can - you can also refer to Section 202 of the CHIPRA Law for the entire definition. In the interest of time I won't repeat those.

A third cluster of questions ask: What State agencies can apply? Well first, for a State agency to apply, the State itself must have an approved CHIP program. And the single State Agency and as well as the CHIP agencies apply.

Again please see Section 3, Number 1, Page 7 of the solicitation. Now State Agencies must meet additional criteria, and if you again refer to the solicitation at Page 17, it will give you additional directions. Several commenters asked that if they meet the definition of eligible entity, is that sufficient to qualify for a grant?

Well, the answer to that is No because the law requires that not only do you meet the definition of eligible entity, but you also must demonstrate and provide evidence that you can perform certain tasks. Now, a very fine recitation of those tasks and goals which must be met are set out at Page 14 through Page 16 of Section 5 of the solicitation. And I refer you to that; it is extremely helpful.

Another series of questions go to the use of the funds. If they're an eligible entity or they believe they fit the definition of eligible entity, can they use the funds for various purposes? Now, the short answer to that is the purpose of the grant solicitation is to increase out roll - outreach end enrollment

efforts beyond existing levels in order to enroll more eligible but uninsured children. And, I refer you again to the solicitation attachment to Page 28. And Ms. Farrell also referred to this before. It is the list of prohibited use of funds. As I said a number of those asking questions asked if they could use - if they were successful - a successful applicant, could they use the grant funds to supplement funding of streams that have been cut off by which they provide services to children, and the answer to that is no.

And then finally I wanted to point out Page 9 of the solicitation, concerns what constitutes a complete application. And it speaks in terms of a cover letter which I mentioned before, which contains the criteria check list, which will be very helpful. And then Page 23 of the solicitation says applications will be screened to determine eligibility for further review using the criteria detailed in Section 3; that is eligible information of this solicitation - or I'm sorry - eligible entities of these solicitations.

Applications that are received late or fail to meet the eligibility requirements as detailed in the solicitation or do not submit the required forms will not be reviewed. So, it's quite critical to be responsive to the requirements that the applicant detail what their - to detail how they are going to fulfill the statutory requirements for these grants. Thank you.

Susan Gratzner: This is Susan Gratzner. I will cover some of the questions regarding criteria. Question: What are the criteria for eligibility for grant awards? There are four main areas that are criteria for the awards. The first is the project narrative and in review that weight will be 50 points from that area. That includes the outreach and enrollment plan, data collection and reporting, benchmark and peer learning, including best practices and criteria for State applicants only.

The second criteria is the evaluation plan and that has a review weight of 30 points. The third is the work plan and timeline with a weight of 10 points. And four is the budget narrative with the weight of 10 points. I refer the applicants to Section 5 Pages 14 to 22 for more details in each of these four areas.

Question: Are State applicants subject to a different set of criteria? The answer is: Yes, States are subject to the criteria that applies to all applicants as well as specific criteria. Proposals from State Medicaid and CHIP Agencies are weighted with additional criteria because of their ultimate responsibility in enrolling children and their possession of critical data on enrollment.

A few examples of criteria for State Medicaid and CHIP applicants include formal grievance with appropriate grantees to utilize eligible entities as enrollment facilitators, a Memorandum of Understanding with non-State grantees for data sharing, and demonstration that the State can provide technical assistance to non-State grantees.

Question: Will forms be provided for the work plan and timeline? The answer is: No, the applicant may use a form of their choice as long as the required information is provided in a clear, concise format.

With that, I'll turn it over to Linda Murphy to review some questions about coalitions.

Linda Murphy: Good afternoon. I've compiled some of the common questions and hopefully I've covered most of them, although there were quite a few questions submitted on coalition. First one: Is the State considered to be part of the coalition if the State is working cooperatively with the coalition but will receive no grant funding?

Grant applicants may decide who is part of their coalition, as well as their goals and responsibilities. CMS' intent is to allow applicants the flexibility to assemble coalition that they see fit and it is not required that each coalition member receive funding.

If the State is not an official coalition member, but both collaborate and support the applicant, will a letter from the State Agency meet the requirement to demonstrate State support? Grant applicants are responsible for identifying coalition members, as well as their role to responsibility. If the State is not a coalition member, a letter of support from the State will meet this requirement.

Can a grantee subcontract with a for-profit organization? Can a coalition grantee include a for-profit organization? And, if so, could the for-profit organization serve as the lead agency for the coalition?

There is no prohibition against subcontracting with a for-profit organization or collaborating with a for-profit organization. However, applicants and coalition lead agencies should be among the list of eligible entities listed in Section 3.

Is the multi-State effort directed at outreach and enrollment to a specific underserved group possible to this RFP? Yes, if possible please provide a letter of support from all States where the project will be active or as many States as possible supplemented by your narrative explanation of how you envision your efforts achieving success.

Additionally, the application must provide sufficient detail to explain how data will be obtained from each State or an assurance that the applicant will

enter into an agreement for data sharing with each State involved in the project.

Susan Gratzner: This is Susan Gratzner again. I'm going to review some questions about data collection and reporting. I'm sorry, Linda. Did you have one more? I'm sorry about that.

Linda Murphy: And my final question is: If a statewide coalition submits the grant application but plans to work with local agencies and coalitions, who is included in all coalition members? Must we provide a signed MoOA from every local entity?

Grant applications are responsible for identifying coalition members, as well as their roles and responsibilities. The application should explain whether these local agencies or coalition members requiring a signed MOA or a local stakeholders requiring letters of support.

Susan Gratzner: Okay- data collection and reporting. Question: What is required for the applicant's evaluation plans? The applicant will be required to develop and identify data collection processes to measure effectiveness. And I'll refer the applicants to Page 20 for this information.

There are overall outcome and performance measures, such as the number of children who are enrolled through the grantee's efforts under the grant and the number of children who retain eligibility and the overall reduction in the percentage of the uninsured.

Additional examples of specific performance measures include - these will apply to specific proposals and include the number of children enrolled and retained by target population and an assessment of specific strategies or events that are successful.

Additional performance measures that apply to state Medicaid and CHIP agencies include among others the increase in locations where children can apply and a list of public agencies to which states can electronically link.

Question: Non-State applicants is it acceptable to propose submission of enrollment and retention results via written or electronic reports? In this case is an MOU with the State not required?

Applicants may propose electronic or written submission of data related to enrollment and retention, but since the state retains this data the applicant would need to describe the specific data it would plan to collect and how that data would demonstrate the attaining of the project's goals. While an MOU with the state is not required, the application must provide sufficient detail to explain how data will be obtained in the absence of an MOU.

Well, Linda, I'll turn it back to you for non-State entities.

Linda Murphy: All right. One of the concerns that I had about answering non-state entity questions is that they frequently cross over into some of these other categories that we've had and we've tried not to overlap anything here.

The first question I'm going to answer is: Can an entity apply more than once per cycle? This question came up several times. An entity may submit one application per cycle as an individual applicant and one application per cycle as part of a coalition.

The next one: Is it acceptable to propose submission of enrollment and retention results via written or electronic reports? In this case, is an MOU as a state not required? Applicants may propose electronic or written submission of data related to enrollment and retention, but since the state

retains this data the applicant would need to describe the specific data it would plan to collect and how that data would demonstrate the attaining of the project's goal. While an MOU with the state is not required, the application must provide sufficient detail to explain how data will be obtained in the absence of an MOU.

Next question: For a non-state applicant, what is required to be included in the letter of support from the state? The letter of support should include evidence of available state funding for increased enrollment, certification that any awarded grant funds will not supplant existing state expenditures for outreach and enrollment and an assurance that the state will enter into an agreement with the applicant for the purposes of data sharing within 90 days of the award.

And my final question: How does a non-state applicant show support from the state for their application if it is not through a letter of support? CMS does not prescribe methods (in which) a non-state applicant should demonstrate state support of their applications. In the absence of a state letter of support, a non-state applicant could demonstrate state support in any way they determine is (compelling) or provide an explanation of how they envision their efforts to increase enrollment achieving success in the absence of a state collaboration.

Susan Gratzner: Questions on state entities - state applicants. Question: Can a state apply for an outreach grant if they have an enrollment cap in place and/or a waiting list in their CHIP program? States are explicitly included in the definition of an eligible entity and may apply for these grants. As stated in the solicitation, the purpose of these grants is to increase enrollment and retention in both Medicaid and CHIP and one of the criteria in evaluating proposals from states is the ability to support the increased enrollment resulting from grant-related efforts.

While placing children on a waiting list for CHIP coverage generally appears not to be consistent with this purpose, states may wish to submit a proposal that describes the strategies they might utilize to facilitate enrollment in Medicaid as well as retention in Medicaid and CHIP and therefore fall within the parameters of these grants. Alternately, states in this situation may wish to consider submitting a grant proposal during the second award cycle when their financial capability to increase enrollment and retention in both programs has hopefully improved.

Question 2: If a state eliminates specific outreach efforts, such as the use of application assisters that were in place previously in the state plan, would it be considered a violation of the maintenance of effort requirement? The maintenance of effort is a statutory provision for states that are awarded a grant. It requires that the state share of funds expended for outreach and enrollment activities under the State Child Health Plan cannot be less than the state share of funds expended in the fiscal year preceding the first fiscal year for which the grant is awarded.

A state may redirect outreach efforts and eliminate a specific outreach effort provided there's not a decrease in the overall budgeted amount for outreach and enrollment activities from the previous fiscal year and meet the Maintenance of Effort requirements.

Susan Gratzner: Question: Which year does the maintenance of effort on outreach spending apply? FFY'09 as compared to FFY'08 only or will the maintenance of effort continue throughout the grant period?

The Maintenance of Effort for outreach grant applies to each year of the grant. For example, the amount of funds expended in Fiscal Year 2008

while Fiscal Year 2010 the comparison year is Fiscal Year 2009. For Fiscal Year 2011, the comparison year is 2010.

Question: Is a letter of support from the Governor a requirement for state grantees? A letter from the Governor is required, supporting documentation for applications from state Medicaid and CHIP agencies or from coalitions including the state Medicaid or CHIP agency.

Question: The way the term, "state," is used in the solicitation it seems to me that the single state agency responsible for the administration of Medicaid and CHIP is meant. Would an application from a different state agency have to address the requirements for state applicants or non-state applicants?

An application from a different state agency other than the state Medicaid or CHIP agency would have to address the requirements for all applicants as well as provide a letter of support from the state agency.

Mel Schmerler will cover some questions on tribal groups.

Mel Schmerler: Yes. Good afternoon. We received just several questions on tribal grants and I condensed them into three.

Cindy Gillaspie: Mel, I'm on too so...

Mel Schmerler: Oh which...

Cindy Gillaspie: You can go ahead.

Mel Schmerler: Oh, okay. First question is: Does the solicitation include the targeted solicitation of \$10 million for Indian Health Service providers or will there

be a separate announcement for the targeted grants? And the answer to that is: There will be a separate solicitation. The current announced solicitation for \$40 million dollars in grants, which is cycle one, does not include the targeted tribal funds.

Question two: Can tribal programs apply for both solicitations? The answer to that is that tribal programs that are eligible under the solicitation may apply for either solicitation or both if they fail to get a grant in the first solicitation; however, they may not receive two separate grants for the same scope of work.

Question three is: Is the Indian Health Service a Federal agency eligible to apply? And the answer is: Yes. The 10% set aside for outreach to Indian children specifically refers to Indian Health Service providers and urban Indian organizations as entities would be awarded grants. Under the cycle one solicitation we're addressing today, IHS service units, clinics which are deemed FQHCs and urban programs under Title 5 funding all meet the criteria of eligible entities under CHIPRA and are specifically mentioned in the definitions, therefore the answer would be yes, IHS direct service programs are eligible to apply.

Kathleen Farrell: We'll turn it over to (Kelly DiNicolo) to talk about the National Outreach Plan.

(Kelly DiNicolo): Okay, thank you. We received just a few questions on National Outreach and on the National Conference. (Unintelligible) Where is the National Outreach Enrollment Conference that applicants should attend and budget for?

At this point in time we're in the very early stages of planning for a national conference. At this point, it's only one national conference and the location

of that has not yet been determined. I can tell you that strategically we're trying to shoot for having it in late-October or early-November, but again, that's sort of just preliminary information.

Secondly: What kind of media is envisioned as part of the National Outreach Campaign? Will this campaign produce materials to be distributed to states to the CHIPRA outreach grantee? It's our intent through the National Outreach Campaign to produce materials that can support local efforts, and this is going towards the other \$10 million that became available through CHIPRA, . It definitely needs to work in tandem with the grantee program.

And then to that end, what we see are (for viewing) is bolstering local efforts by supporting states, grantees and community-based organizations that can reach children and their families in the communities, but at the same time also rallying national support by creating a national call to action that will increase the awareness and highlight states with innovative and effective technique for enrollment in the CHIP program.

Some of the preliminary items that we discussed is recognizing that, you know, when you hear "national campaign" one might automatically think, "Oh, that means we need to have a national television ad, a national radio ad and I don't think that's the direction we're going, rather in recognition that each of the states - this program has a different name in each of the states.

But we did foresee creating a toolkit of sorts that would have drops in articles and other materials, a print ad and that sort of thing that could be customized at the local level for use for enrollment. That's what we have so far on the national campaign. Thank you.

Kathleen Farrell: So that's it for the prepared questions and answers. At this point we're ready to open it up to questions for you all.

Natalie Highsmith: Okay Laurie, if you could just remind everyone on how to get into the queue to ask their question, and everyone please remember when it is your turn, to restate your name, what state you are calling from and what provider or organization you are representing today.

Operator: Thank you Natalie. If you would like to signal for a question, please press star 1 on your telephone keypad at this time. Once again, that's star 1 to ask a question. Our first question today comes from Joseph Palumbo.

Joseph Palumbo: Yes thank you. I'm with Moses Taylor Hospital in Scranton, Pennsylvania. In actually doing the application and doing all the various attachments, you know, through grants.gov, the usual application, do we just u - put them in as attachments to the application?

Nicole Nicholson: Hi Joseph. This is Nicole.

Joseph Palumbo: Oh hi. How are you?

Nicole Nicholson: Good. The standard forms, the standard application forms...

Joseph Palumbo: Yes.

Nicole Nicholson: You submit them as they are and any attachments that you need to include you can submit them under the project narrative documents.

Joseph Palumbo: Okay.

Nicole Nicholson: There's a button there that says you can add additional project narratives, however, I would advise that when you upload any additional attachments to name that document, for example, if it's a letter of support name it - save it as a letter of support and then upload it as an additional project narrative.

Joseph Palumbo: All right and so all of them go under the narrative?

Nicole Nicholson: Yes, they can.

Joseph Palumbo: Okay, thank you very much.

Nicole Nicholson: You're welcome.

Operator: Our next question comes from Fern Shinbaum.

Fern Shinbaum: Hello. This is Fern Shinbaum from the CHIP program in Alabama and I have several questions. The first is on the work plan and timeline section. If this section is written in a table form, is it okay to type it in single space? Oh my gosh did I...

Natalie Highsmith: Are you okay Fern?

Fern Shinbaum: I'm sorry. I thought I had cut you all off.

Kathleen Farrell: We actually had asked to have everything done double spaced, but if you're talking about doing it in a table with - it would make sense to actually do that single spaced.

Fern Shinbaum: I'm sorry. Single spaced is okay.

Kathleen Farrell: You can do that.

Fern Shinbaum: Okay. Second is for the cover letter. I don't see how that is attachable in grants.gov except under the narrative section. Is that where you want it?

Nicole Nicholson: Yes. This is Nicole. And you would again attach any attachments including letters of support, organization charts, cover letters under the project narrative.

Fern Shinbaum: Okay. Does the maintenance of effort apply only to CHIP Title 21 or does it apply to Medicaid program also?

Kathleen Farrell: Just to the CHIP program.

Fern Shinbaum: Just CHIP?

Kathleen Farrell: Yes.

Fern Shinbaum: Okay. And the final one is: Can we have a phone number that we can call with questions because it's - there's a time delay when you submit it via the Internet, via email?

Kathleen Farrell: You mean through the mailbox are you talking about?

Fern Shinbaum: There's a real time delay in getting the answers back and I was wondering if a phone number was available.

Kathleen Farrell: No because the problem with that, Fern, is that anything that we would tell one applicant, we have to tell every applicant so that we're not giving any one advances, so it would actually have to come through the mailbox.

Fern Shinbaum: Okay. Thank you. That was all.

Operator: I'd like to remind our participants if you have a question, you may signal by pressing star 1. If your question is asked and answered, you may remove yourself from the roster by pressing the pound key.

Our next question comes from Amy Hathaway.

Amy Hathaway: Good afternoon. Thank you for taking my call. This is Amy Hathaway calling from Indiana, Mount Vista Productions. I have a question. I work with a for-profit that specializes in communications with Hispanic populations. Can we apply for this grant?

Kathleen Farrell: I'm sorry. I'm not clear whether or not you actually meet the definition of an eligible entity. I think what you would have to do is go through that listing of eligible entities and see if you meet that criteria perhaps as being a community based public or non-profit organization. If you are a for-profit organization you do not meet the definition of an eligible entity.

Amy Hathaway: If we are for-profit we do not meet the eligibility?

Kathleen Farrell: That's correct.

Amy Hathaway: Okay thank you for your time.

Operator: Okay, next Lisa Podell.

Lisa Podell: Lisa Podell in public health, Seattle, King County in Washington. These questions actually are about the 424A, the budget form. Do you want a 2-year budget or a 1-year budget on this form?

Nicole Nicholson: On the 424A form you need to show the entire 24-month period so yes, we want a 2-year budget.

Lisa Podell: Okay and then so in the first block where it asks function or activity, do you want that separated by activities or by years or just one line with the whole 24 months project.

Nicole Nicholson: One line with the whole 24-month project.

Lisa Podell: Okay and along these same lines here, in kind, so for example, my salary is paid for by my agency, is that under the applicant column or is that in kind other?

Nicole Nicholson: Are you - if you are using it as in kind you can put it there. It depends on how you're using it. If you are a state agency and you want to put it under state category. I'm not sure what section you're referring to.

Lisa Podell: Oh, I'm sorry. I'm on section C, so lines 8 through 12 where you're breaking it up by - this is the non-Federal, so applicants, state, and other.

Nicole Nicholson: If you're a state agency and the state is...

Lisa Podell: Not.

Nicole Nicholson: Okay then you would put it under "applicant" if your agency is paying for you salary.

Lisa Podell: Okay, terrific. Thank you.

Operator: Next question comes from Sally Bowyer.

Sally Bowyer: Hi. This is Sally from St. Bernard School District in Ohio. And I represent a school district and I'm wondering because it says elementary schools and high schools are eligible. As the district do I have to form a coalition of those schools or can a district just assume it is a coalition?

Kathleen Farrell: I think that - okay I - actually I think that's a question that we would have to run by our office of general council and get their opinion.

Sally Bowyer: Okay.

Kathleen Farrell: So...

Sally Bowyer: I should submit it to those?

Kathleen Farrell: Actually we'll respond to that there.

Sally Bowyer: Thank you.

Operator: Our next question comes from Andrea Bachrach.

Andrea Bachrach: Hi. I'm Andrea Bachrach with the City of New York, Department of Social Services, Human Resources Administration. I have three hopefully quick questions. The first one is: Do you have any more information on what constitutes allowable outreach activity? I know that it states specifically you can have system upgrades but, is there any additional definitions?

Susan Gratzner: We really aren't pr - this is Susan. We aren't providing any more information. I'd refer you back to the solicitation for more details. We don't really - we won't be prescribing for individual proposals details of what's being proposed and we would leave that up to the applicant to, based on solicitation, come up with their proposal.

Kathleen Farrell: I would mention - this is Kathleen. I would simply mention that anything you propose you have to be able to directly link it to an increase in outreach - in enrollment and retention. So keep that in mind while you're developing, you know, ideas, but we certainly are looking for innovative and creative ideas, but as I mentioned originally, this - these are meant to be results oriented grants so you have to make that connection.

Andrea Bachrach: Okay, thank you very much. In terms of staff positions that would be funded through the grant, I think there's a reference to a project director and assistant director. Is that kind of the standard that you're looking for or is there some other flexibility within that?

Kathleen Farrell: In terms of what staff is funded?

Andrea Bachrach: Yes.

Kathleen Farrell: You can propose who you want to fund this grant.

Andrea Bachrach: Okay. And my final question: I think I already know what the answer is, but if we're targeting teens in our grant would it be allowable to also propose components that would also reach young adults?

Kathleen Farrell: The intent of this is to actually increase enrollment in Medicaid and CHIP up to age 19. You're not looking for young adults.

Andrea Bachrach: Thank you very much.

Operator: We'll go next to Ralph Schubert.

Ralph Schubert: Thank you. I'm with the Illinois Department of Human Services. Let me pose I think a series of questions. There is a section in the solicitation beginning at the bottom of page 10 labeled, "proposed budget." I - and it continues on to page 11. Is that what we are to address in the two-page budget narrative that falls in the 17 page total?

Susan Gratzner: Address the narrative form and that is part of the 17 page total. And that section shouldn't exceed two pages.

Ralph Schubert: All right but that - the description on pages 10 and 11 is what you want us to address in the two page budget narrative?

Susan Gratzner: Yes.

Ralph Schubert: Okay, that's fine. On page 11 at about the middle - this is another question on the 424A - the solicitation says, "Remember all quarters of the budget must be included on this form." Now the project period is eight quarters long and the budget - and the 424A is four quarters wide, so I was looking for some help in figuring - how you want us to fill out that form.

Nicole Nicholson: I'm sorry. What page are you looking on the solicitation? This is Nicole.

Ralph Schubert: Page 11. It's the job point that says, "Completion of the budget form 424A remains a requirement for consideration of your application. The estimated budget presentation is an important part of your proposal and will be reviewed carefully by CMS staff. Remember all quarters of the budget must be included on this form."

Nicole Nicholson: On these 424A section Ds, they only ask for those four quarters of the first year. You should address all quarters of the budget in your budget narrative.

Ralph Schubert: Okay. Just do the first four on the form? Do all eight in the narrative?

Nicole Nicholson: Yes.

Ralph Schubert: Okay. The - I - it seems to me that the way that the word, "State," is used in the RFP, it seems most often to refer to the single state agency that is responsible for Medicaid or S CHIP or both. I'm not with that agency. I'm with another agency in state government. Would our application fall under a proposal from a state applicant or a non-state applicant?

Kathleen Farrell: Well you're a state application but actually the criteria - the specific additional criteria that we discussed pertains only to Medicaid or a CHIP agency.

Ralph Schubert: Okay. At the bottom of page 15, the very last staff point, in the demonstration of our ability to address barriers to enrollment, you ask us to talk about our capacity to implement the practices detailed in the proposal. And later on pages 22 and 23, I want to look - and we - on top of page 23 in what is labeled B1, we're asked to describe our capacity - our capacity to implement the proposed project and manage grant funds.

Are those two different discussions? I ask this question because on page 15 we're inside the 17 page limit and on page 23, we're in the supplemental material and outside the 17 page limit. So help me - if you could help me understand how those two things are different.

Susan Gratzner: One obvious difference is one is discussed in the criteria section and the other in terms of supporting documentation and the budget. I don't know if that answers your question.

Ralph Schubert: No, not really. I mean, I don't know the difference - I don't see the difference in what you want me to address in those two places. I don't see how the two points are - the content of what you want is different.

Kathleen Farrell: We're having a sidebar for a second.

Ralph Schubert: Okay.

Kathleen Farrell: We - if you submit that we'll answer it but we actually - the sidebar we're having is what page 15 is discussing is the budget narrative and what we believe is referenced on 23 is actually the 424 but we will verify that and we will get back to you in the mailbox.

Ralph Schubert: I appreciate it and it has been submitted to the mailbox already. Well this probably - this question probably seems really premature, are there - is there anything about the second round of funding that you can tell us at this point - when it might be announced and so on?

Kathleen Farrell: No.

Ralph Schubert: Okay thank you.

Operator: We'll go next to Theresa Gavazzi.

Theresa Gavazzi: Hello, thank you. This is Theresa Gavazzi from Mothers and Babies Perinatal Network and I have two questions and the first is referring to on page 15, the first bullet, the target population of 200% or less. In New York State we're currently subsidized. Our CHIP program is current subsidized to 400%. So for our purposes in New York would our target population be increased to below 400%?

Kathleen Farrell: We are actually most concerned about lower income children so we are actually most concerned about children 200% or below. And we would absolutely mention that - I can tell you in looking at enrollment reports we've gotten from states over the years, those states that actually have coverage at the higher income level like that is - that's actually a very small proportion of the number of children that are enrolled in that public program.

But the ones that we are specifically concerned about and that we really would like to see applicant's targets to these grants are those lower income children 200% or below.

Theresa Gavazzi: Okay thank you. And I have one other quick question. Are letters of support required for non-state entities, the example, we're not-for-profit. Would we need to submit letters of support from there - yes, this would - we need to submit letters of support.

Susan Gratzner: We have specified on page 22 what would be included in the letter of support and as we mentioned earlier, if a non-state entity is unable to get that letter of support, they would need to provide detail and documentation of how they would achieve their goals of their enrollment efforts in the absence of that support from the state.

Theresa Gavazzi: No, I don't think we'd have a problem getting a letter of support from our state. I'm talking about letters of support from agencies that we have worked with on projects in the past.

Linda Murphy: I can answer that. This is (Linda). Any letters of support that you get will only help your proposal and the absence of them will not detract from it but having them will add to it.

Natalie Highsmith: Did that answer your question?

Theresa Gavazzi: Yes, thank you.

Operator: We'll go next to Jean Bennett.

Jean Bennett: Good afternoon. My name is Jean Bennett and I'm calling on behalf of the Ohio Voter Education Fund. My question is whether or not an organization organized as 501C4 may apply.

Susan Gratzner: I'm sorry. I don't know what a 501C4 is.

Jean Bennett: It's a non-profit organization but the tax status is 501C4. Wasn't sure if the tax status of an organization was relevant or just any non-profit could apply.

Susan Gratzner: If you would submit that question with more detail about your organization to the mailbox, we'll be happy to answer it at that time and we can give you a more accurate answer if we have a little more time to look at it.

Jean Bennett: Okay thank you.

Operator: We'll go next to Deborah Oswalt.

Deborah Oswalt: Hello. My name is Debbie Oswalt. I'm from the Virginia Health Care Foundation. I have several questions. One harkens back to a recent response related to should - would it be helpful to have letters of support? As I understand it, the answer was it certainly could help you if you have them but an earlier response indicated that the information in different appendices or attachments, anything other than the 17 pages would not be reviewed for purposes of the points, you know weighing and weighting and scoring a proposal. So would you clarify that please?

Kathleen Farrell: What we were talking about was actually a - you know, that would not be weighed was additional documentation about the project. The letters of support were actually - are actually listed in the solicitation as something that you should include in the appendices. But sometimes if an application - if an applicant - somebody's submitting a proposal and they want to put in more than the 17 pages, they might submit a lot of additional information about the project as an appendix and that's the information we're saying would not be considered.

Deborah Oswald: Oh okay. That helps a lot. Thank you very much. I also had a couple of other questions. They kind of have to do I suppose a bit with the National Outreach Campaign.

Are you going to be doing the market research in terms of the best messages for the different target populations and then disseminating that out or - to all of those who would receive grants and also utilizing those in your marketing materials? Or would you look favorably upon proposals who do some of that market research and message development?

Kelly DiNicolo: Hi. This is Kelly DiNicolo again. It is our intent to - for the messaging and materials that we would be creating that we would do market research testing with various audiences, the target audiences, and that information and those materials would be shared with the grantees.

Deborah Oswald: Okay so then a proposal that would include that sort of thing would probably be seen as redundant to the efforts to your planning. Is that correct?

Kathleen Farrell: Unless - well I'm just going to - I'm not part of the grantee committee but I would think that if you were doing something very specialized to reach a

particular population in your state or in your county, depending on what group you're reaching out to, that's being done in addition to kind of supplement what we've done at the national level wouldn't necessarily be seen as redundant. People can see the supplement would've already been done.

Deborah Oswalt: And do you know what populations you're going to be doing market research with and developing messages for?

Kathleen Farrell: I - definitely at least we would look at English as well as the Hispanic population. I think we still - we've really just begun to meet. I think we need to look at that question.

Deborah Oswalt: Would you also be looking at teens?

Kathleen Farrell: Yes, I think it would be broken down in various age groups but children 19 and under as (Kathleen) has said earlier.

Deborah Oswalt: Okay and then one last question. We're a statewide organization that operates a number of outreach projects in a number of localities already that have, you know, focusing on the highest number of eligible uninsured kids. So if we're already doing that and we want to - can we apply for a grant to fund outreach projects in the other localities, the other top localities that where we don't have any kind of outreach effort going and no one else does either?

I mean, would it - that wouldn't be a supplanting or anything. We'd just be adding on and expanding. Would that be eligible?

Kathleen Farrell: Yes, as long as you're not planning on sup - you know, as long as it's not going to supplant efforts that you're already doing. If you're actually going

to build upon something that you can actually demonstrate as being effective, that certainly is something that we would consider for a grant.

Deborah Oswalt: Okay and one last question, typically when we have money to put out for these outreach projects, we use a competitive review process, you know, we issues an RFP to all the organizations in the particular targeted localities and go through a process to prepare and then identify strong grantees. This actually is something that takes several months.

If we use that kind of an approach would that detract because it doesn't get the money out immediately? I mean, I know with the stimulus funds there's this rush to just get that money out on the street immediately. If we were to go through say a three to four month process of - that I just described, is that a - is that problematic? Would that detract?

Kathleen Farrell: No I think that as, you know, as long as it's something that's not going to take a tremendously long time. I mean, if it's something that is just a matter of course, if you have to get it out there, compute it and get the application submitted, I don't believe that would detract from your application.

Deborah Oswalt: Thank you very much.

Operator: Our next question will come from John Hancock.

John Hancock: In Spokane Washington. Can you name a range of cost per enrollee?

Susan Grutzer: No, we would just encourage applicants, again as we mentioned earlier, to use a reasonable test and we won't specify any particular range.

John Hancock: Our project is focused on an urban county but in rural Eastern Washington the needs are pretty high. We're concerned about the cost per enrollee of

working in 14 different counties. Would it be acceptable in addition to all their technical assistance, the agencies in those counties and leave the enrollment process to them?

Susan Gratzler: Would you repeat the question please?

John Hancock: In adjacent counties can we offer for technical assistance to agencies within those counties so that they're using our methods and our strategies and our materials but is that provision of technical assistance an eligible cost in this proposal?

Kathleen Farrell: Are you a state entity?

John Hancock: No. Community based.

Kathleen Farrell: Oh you're a community - okay. Hold on a second. I think that you can propose that. I don't know exactly how you would be able to relate just providing technical assistance to an increase in enrollment and retention. So I mean, I think everybody really needs to keep in mind that you have to be able to demonstrate the results of what you're doing and anything that you might propose.

John Hancock: Thank you.

Operator: Our next question comes from Evelyn Figueroa.

Evelyn Figueroa: Hi. I'm Evelyn Figueroa and I'm calling from the Greater Lawrence Committee Action Council which is a non-profit community based organization. And our question is pretty much if we were to process - proceed with this application for the CHIPRA grants wouldn't it be

duplicating work if the state applies for it and gets granted the funding and wouldn't it be an RFR to the state thereafter?

Kathleen Farrell: Wait, I'm sorry. Wouldn't it be a what? I didn't hear the last part of what you said?

Evelyn Figueroa: Wouldn't it be thereafter the state being approved the maximum amount of the grant, wouldn't we then apply for grant funding towards - from - I'm sorry, from you the state or would it be automatically disseminated to entities that do the work already? Or should we just proceed with applying ourselves?

Susan Gratzler: I'm not sure if this is what you're getting at but you certainly can apply as an individual entity in a State where the State is already - has already been awarded a grant.

Evelyn Figueroa: Okay. Okay I think that answers the question. My executive wanted to know pretty much if we should proceed as an agency or wait until the state got the funds.

Kathleen Farrell: Well this is one cycle. I mean, so all the awards are going to go out at the same time whether you're a grant - state grantee or a non-state grantee. So I mean, if you're talking about waiting to see what happens in the state then you would be (unintelligible) from applying until cycle two.

Evelyn Figueroa: Okay, okay. That makes sense. Thank you very much.

Operator: We'll take our next question from Ernesto Sanchez.

Ernesto Sanchez: Hi. I'm Ernesto Sanchez. I'm from the California Managed Risk Medical Insurance Board. On your questions you posted on question number 23 for

non-state applicants, when you talked about what should be included in the letter of support you used the term, "Should." I'm just trying to verify when you say, "Should," that means a mandatory requirement of a letter of support from the state?

Kathleen Farrell: What we - we have not said that a letter of support from the state is mandatory but what we have said is that if an applicant does not have that they need to explain how they would - how their project would be successful in the absence of state collaboration.

Ernesto Sanchez: I think what we're asking is if we as a state are being asked to provide a letter of support for local proposals and you're saying certain things have to be included in our letter of support, when you say, "Should," does that mean it would be mandatory for us to include those in our letters of support for a local proposal?

Kathleen Farrell: Okay so you're talking about that list of items that are - that we say should be - yes. The answer's yes. Those should be in there. We would consider that any letter of support should have those items - would be required to have those items.

Ernesto Sanchez: Okay. That's what we wanted to clarify. Thank you.

Kathleen Farrell: Do you have a cold (Ernesto)? You sound terrible.

Ernesto Sanchez: No - I'm just raspy.

Kathleen Farrell: Oh.

Operator: We'll take our next question from Roxanne Reddington-Wilde.

Roxanne Reddington-Wilde: This is Roxanne Reddington-Wilde from Action for Boston Community Development in Massachusetts. I have three questions, the first regards coalitions and the memorandum - and memorandums of understanding.

If we are partnering with an existing coalition network, et cetera, a group that represents other groups of people, do we need only one memorandum of understanding from the coalition or do we then need to go into the partners or members of that coalition or network and get individual MOUs from those members also?

Is that a thinking silence?

Kathleen Farrell: We're actually having a sidebar on that because that - I guess this is my question on it, is - if you just submit the one letter from the entire coalition how do you know that everyone on that coalition actually wants to be a part of this project?

Roxanne Reddington-Wilde: That would - we would be taking the word of the coordinator of the coalition on that. We have potentially options to partner with multiple coalitions but it could be up to 50, 60, 70 individual organizations, you know, when you put all the coalitions together which would mean 50, 60 or 70 MOUs versus, say, four or five MOUs.

Kathleen Farrell: Why don't you send that into the mailbox? We'll ha - because I think we need to have a bit of a discussion about it before we really can answer that well.

Roxanne Reddington-Wilde: I will indeed.

Kathleen Farrell: Okay.

Roxanne Reddington-Wilde: Then let me bring up two more questions. These are (bitsy) questions. On page 15, it says, "All proposals shall include demographic data levels of uninsured children under 200% of poverty." Are you looking for enrollment of children under 200% of poverty or up to and including 200% of poverty as you were verbally saying on this call?

Susan Gratzner: I worded it as under 200%. It's sort of splitting hairs for us. I mean...

Roxanne Reddington-Wilde: But if one has data that goes up to 200% of poverty, you're looking for 200%...

Kathleen Farrell: That's perfectly fine.

Roxanne Reddington-Wilde: Thank you very much. A final question on page 8, it says, talking about application requirement, you say on page 8 that an eligible entity may be a member of multiple coalitions. On the conference call you had said that one could be a lead organization or a member of one coalition. One or multiple coalitions? We may be - our partners may be members of multiple coalitions or collaborations submitting multiple proposals.

Kathleen Farrell: You actually can only be a lead agency on one coalition but you could be a member of multiple coalitions.

Roxanne Reddington-Wilde: Okay so it's multiple, not one coalition as you said on the phone call?

Kathleen Farrell: That's correct.

Roxanne Reddington-Wilde: Thank you. That's it.

Operator: We'll go next to Ellen Marshall. Ellen Marshall, please check your mute feature. We cannot hear you ask your question.

Ellen Marshall: Oh I'm sorry. My question has to do with retention and how is that defined.

Kathleen Farrell: Retention is when a child comes - a child is enrolled in either Medicaid or CHIP and they come up for their redetermination to see whether or not they remain within that program if they're still eligible and what we have found is that a great many states have a very high level of children dropping off the programs at that point even though they're still eligible, either because they don't fill out the forms and get the - mostly because they don't fill out the forms and get them in on time or they don't provide sufficient documentation.

I mean, we've seen States where it's been as high as 40%, 45% of children falling off the roles.

Ellen Marshall: Okay and that's one year?

((Crosstalk))

Kathleen Farrell: ...talking about here.

Ellen Marshall: Okay and that's one year? So that's - then when they're eligible the next year? The annual eligibility?

Kathleen Farrell: It all depends upon what the state's period of eligibility is. Some states are six months. Some states are a year. It depends upon the states.

Ellen Marshall: Okay.

Operator: Our next question comes from Irma Guerra.

Irma Guerra: Yes ma'am. Can you hear me?

Natalie Highsmith: Yes we can.

Irma Guerra: Okay. We wanted to ask, you mentioned something about some finding of resource for retention ideas. And is that the Kaiser report that's referenced at the end of the RFP or the Kaiser ? Hello?

Kathleen Farrell: We're checking.

Irma Guerra: The reference is on page - on page 37?

Kathleen Farrell: That is just a list of the information that may be helpful to applicants as they're developing their proposals. It's just a resource, something that you can look at in developing your proposal.

Irma Guerra: The other question I had was in regards to the outcomes and benchmarks. I think you've addressed it. Basically we're looking at outcomes that are related to our own proposals and then trying to coordinate that with what the state has as target. Is that correct?

Susan Gratzner: I didn't hear the last part of your question.

Irma Guerra: My next question had to do with the outcomes and benchmarks for non-state agencies. I was wanting to know where in the RFP it's defined what outcomes you were looking for and I gather from the previous conversations that the outcomes are basically to increase enrollment and then to increase retention in the CHIP program and that those outcomes would be specific to whatever proposal package we put together.

Susan Gratzner: That's correct. You can find more details on that under the - in the evaluation section on 20. It talks in more detail about those performance measures. But that's correct. You would adapt the data needed to your particular proposal.

Irma Guerra: Great. And my last question had to do with...

Natalie Highsmith: I'm sorry Irma. We can barely hear you.

Irma Guerra: Okay my last question had to do with how we track enrollment and subsequent approval and retention into the CHIP program. Am I right in assuming that those kinds of details will be worked out in the state MOUs or subsequent to this grant award and then if - with the state letter?

Susan Gratzner: You would work out that mechanism for data sharing with the state in the MOUs.

Irma Guerra: And that would come after the grant award?

Susan Gratzner: Right. The MOU has to be in place within 90 days.

Irma Guerra: Okay. And is there any information on any kind of software or computer data system that would have to be in place, any minimum?

Susan Gratzner: No minimums have been specified.

Irma Guerra: Like specified computers with certain capacities?

Susan Gratzner: No. No specifications.

Irma Guerra: All right thank you. I think that answers all my questions.

Operator: We'll now go next to Dana Hoffman.

Dana Hoffman: Yes I'm Dana Hoffman from Savannah, Georgia of Safenet Council and we were wondering if paying the premiums for indigents would be an allowable cost under the grants in homeless children specifically.

Mel Schmerlet: Was your question with paying the premiums for homeless children would be allowable with grant funds?

Dana Hoffman: Yes.

Mel Schmerlet: The answer would be no.

Dana Huffman: Okay thank you.

Operator: Our next question comes from Michael Welbb.

Serinda Mulk: Hi. This is Serinda Mulk of Interfaith Ministries. Our question is simple. It's page 10 of the RFP. It skips from C to E. Section D is missing and we were just wondering if there was anything in that.

Susan Gratzner: That's a typographical error. There's not any information missing. We accidentally skipped from C to E so that the applicants cover letter really should've been D and going (forward from there).

Serinda Mulk: Okay thank you.

Operator: We'll go next to Anita McNew.

Anita McNew: Hi. We have a question related to the scope of work that's mentioned near the back of the RFP about the concerns about new - not duplicating the same services that are funded from - have any federal source funding. We were just wondering if there are currently, you know, agencies working in our service area that are offering this service that - for CHIP enrollment, food stamps and other public benefits, if that would exclude our area for anybody to apply for funding from this grant.

Kathleen Farrell: We actually ask in the application for you to provide in the budget, you know, what other funds are being used to fund activities. We are really looking for innovative and creative ideas, you know, not to supplant current funding for activities that are going on. So, you know, we are actually looking for proposals that have new ideas in place.

Anita McNew: Okay so does that mean, like let's just say for example, if we wanted to target a population that's listed in the RFP that is not being effectively targeted right now without necessarily replacing the current effort so that would be an eligible application?

Kathleen Farrell: I guess the question I'd have for you is are you planning on looking for Federal funds to do what you're currently doing or are you looking for them to actually expand on that, you know, targeting - maybe come up with some new ideas for targeting an area more effectively than is currently being done and that's what you're going to - that's what you're thinking of proposing.

Anita McNew: Okay so as long as we're not - we're planning to expand and not supplant current efforts then that's okay?

Kathleen Farrell: Right.

Anita McNew: Okay. Great. Thank you.

Kathleen Farrell: Well I certainly think it would be helpful, you know, if you can show that, you know, efforts in one area have been successful and that's why you're - you know, that's one of the reasons why your considering expanding and refining this. I think you certainly want to document past successes.

Operator: Okay you're next question from Vicky Kimbrell.

Vicky Kimbrell: This is Vicky Kimbrell with Georgia Legal Services. One question we have is what is it you're exactly looking for in the way of assurance from the state that the state matching funds will be there for increasing enrollment in Medicaid and S-CHIP? You know, all our states are in bad straights at the moment because of the economic situation.

Kathleen Farrell: Well because these grants are meant to increase enrollment, we are asking states to demonstrate that they can actually absorb that increase in enrollment, that they're actually prepared to, you know, increase their coverage of children in Medicaid and CHIP.

Vicky Kimbrell: Is that more of an assurance or are you looking for some other evidence?

Kathleen Farrell: You have to submit that in the budget.

Vicky Kimbrell: Excuse me?

Kathleen Farrell: It's part of the budget narrative that would be submitted.

Vicky Kimbrell: Uh-huh.

Kathleen Farrell: To demonstrate that they have sufficient funds in there to absorb new children.

Vicky Kimbrell: But if you're a non-profit applying as a non-state entity for one of these grants, how is it possible for the non-profit to do that?

Kathleen Farrell: The non-profit would not do that. This is simply the letter of sup - this would be part of the letter of support that you would get from the state.

Vicky Kimbrell: Okay so a statement on their behalf?

Kathleen Farrell: That's correct.

Vicky Kimbrell: In their letter. Okay thank you.

Operator: Our next question will come from Richie Gabazaz.

Richie Gabazaz: Hi. This is Richie Gabazaz and I have two questions. The first is who are these letters of support addressed to?

Susan Gratzner: The letters of support should be addressed to your agency.

Richie Gabazaz: The letter of support from the governor or our letter of support to our grantees, who is it addressed to?

Susan Gratzner: Now these would be letters of support supporting your proposal from your agency?

Richie Gabazaz: Yes.

Susan Gratzner: They should be addressed to your agency.

Kathleen Farrell: No. Are you a state or are you - are you a Medicaid or CHIP...

Richie Gabazaz: Yes. Yes we are. We're a Medicaid agency.

Susan Gratzner: I'm sorry. I'm sorry.

Kathleen Farrell: Then you would not have a letter of support. You would have a letter from your Governor.

Richie Gabazaz: Right. So who should our Governor's letter...

Kathleen farrell: To you all.

Richie Gabazaz: Okay thank you. And then also how much should be allotted for travel to the national conference? Is there a budget amount?

Susan Gratzner: There's not a budget amount and again it would depend on how far you live from the conference and those expenses would be different for each awardee.

Richie Gabazaz: So how do we calculate that? Do you have any guidance on how we should calculate that number?

Susan Gratzner: I guess you would calculate your airfare - you know, your airfare and...

Kathleen Farrell: They don't know where they're going.

Richie Gabazaz: So to where?

Kelly DiNicolo: I would assume - why not assume D.C.?

Richie Gabazaz: Assume D.C.?

Kelly DiNicolo: Assume D.C.

Richie Gabazaz: Okay. And is it - do we have a duration of time - one night, two nights?

Kelly DiNicolo: I want - can we just sort for the purpose of their grant applications purpose - assume D.C. and assume a 2-1/2 day conference? And then if it changes, their budget will change. Is that okay to do?...

Kathleen Farrell: And we'll post that on grants.gov too. I mean, not - on the mailbox for those people.

Richie Gabazaz: Great. Thank you.

Operator: Your next question comes from Mahie Ghoraishi

Deba: Hello. My name is Deba and I am asking a question. It's real long but if you can be patient with me I will put it forward. This is in reference to the quote on page 8 - "All awardees must attest they will not finance the same scope of work under more than one CHIPRA outreach grant award or other federal funding streams."

Now our organization is going to be the lead agency that will be applying on behalf of the coalition here in (Terant) County. And we are currently under contract with HHSC. That's the Health and Human Services to do outreach enrollment to children's Medicaid and CHIP.

Now if we attest that as our agency that we will not use this funding to fund the same activities but funnel the money to the coalition partners by way of subcontracting who also are not being paid to do the same scope of work by HHSC - Health and Human Services. Can we still take the lead on applying

for the grant on behalf of the coalition and administering the funding and (coordinating) evaluating coalition efforts under the grant?

And if we would like to take the lead on this grant but we're already doing some things but we're not going to take the money, should it be awarded. It's going to be given to the coalition and their partners.

Susan Gratzler: The funds awarded to the partners would be for activities that are different then what you're doing now in your agency?

Deba: That's a good question. We'll be expanding actually what we will be doing. We will be using a way to try to make sure that those who have not received services or enrollment will be getting it as opposed supplanting as you're saying the people that we would already be targeting.

Susan Gratzler: Those proposals that would be building upon existing activities?

Deba: Absolutely. Yes, we would expand, enhance, create new and inventive ways to try to make sure that all the children are covered not just the people that we're currently aiming to cover.

Susan Gratzler: Thanks for your question.

Natalie Highsmith: Okay we have reached our 4:00 hour here on the East Coast. I will turn the call over to Kathleen Farrell for closing remarks.

Kathleen Farrell: Okay I just want to thank everybody for participating on the call and I'm sure that as you are writing your proposals you will have more questions come up and so I'll just give you the mailbox address one more time which is [chipraoutreachgrants@cms.hhs.gov](mailto:chipraoutreachgrants@cms.hhs.gov) and if you get your questions into us we will answer them as soon as possible. We'd also suggest that you take a

look at it because chances are you will see someone has already asked a question similar to what you're thinking.

So with that, thank you again and we'll look forward to getting your proposals.

Natalie Highsmith: Laurie, can you tell us how many people joined us on the phone line?

Operator: We had 808.

Natalie Highsmith: Eight hundred and eight. Thank you everyone.

Operator: Thank you very much ladies and gentlemen for joining today's conference. This concludes your call. You may now disconnect.

END