



**MONTANA**  
HEALTHCARE  
FOUNDATION

# Grant Overview Webinar

2025 Call for Proposals



# Today's Presenters



**DR. AARON WERNHAM**  
**CEO**  
Presenter



**HANNAH JACOBY**  
**Operation Manager**  
Q&A Host



**MARIA SWOBODA**  
**Grant Administrator**  
Host & Presenter



# Webinar Goals & Agenda

## Webinar Goals

- ✓ **Describe** our approach to making grants in this CFP.
- ✓ **Explain** the timeline and online application process.
- ✓ **Answer** your questions.

## Agenda

### ▶ 1:05 pm – 1:40 pm

MTHF Overview

2025 Call for Proposals

Eligibility & Selection Criteria

Grants Management System

\*Coming Soon: Rural Health Small Grants

### ▶ 1:40 pm – 2:00 pm.

Q&A Session



# MTHF Overview





# Organization Overview

- ▶ The Montana Healthcare Foundation is a 501 (c)3 private foundation that makes strategic investments to improve health in Montana.
- ▶ We provide funding, leadership, and expertise to help communities tackle Montana's most important health problems.
- ▶ We are a permanent resource for the state. We manage our trust investments sustainably, making grants and grant-related investments of roughly 5% of the value of our trust each year.



# Strategic Initiatives

This Call for Proposals is only part of our work in Montana. We do the bulk of our work in ten strategic initiatives:

- 1. Strengthening American Indian Health Services**
- 2. Reducing American Indian Health Disparities**
- 3. Behavioral Health Continuum of Care**
- 4. Integrated Behavioral Health**
- 5. The Meadowlark Initiative®**
- 6. School-Based Health Initiative**
- 7. Medicaid and Health Policy**
- 8. Housing is Health Care**
- 9. Healthy Montana Communities**
- 10. Grant Application Assistance**



# 2025 Call for Proposals





# Focus of the Call for Proposals

Each year, our CFP supports Montana-based organizations to design and pilot innovative, Montana-grown solutions to key health challenges. The applications we receive also help us understand the evolving needs and priorities in Montana, and build relationships with communities across the state.

We accept applications for innovative, effective solutions to any crucial health-related need in Montana communities.

## **To be considered for funding:**

- ✓ Applicant organization must meet eligibility criteria.
- ✓ Project proposals must address selection criteria.





# Grant Amounts

We provide grants between \$10,000 and \$50,000 for one-year (12 month) projects that may include planning and/or small-scale implementation; and up to \$100,000 for two-year (24 month) projects for implementation of well-planned projects.

**Planning Projects:** For projects in the planning phase, we provide grants of up to \$50,000 to support activities such as business & sustainability planning; strategic planning; partnership formation, etc). Do not apply for over \$50,000 if your project is currently in the planning phase.

**Implementation Projects:** For projects that already have a strong business and sustainability plan and well-established partnerships, we provide up to \$100,000 for implementation.



# Planning vs. Implementation

## Planning Grant

- ❑ No strong business/sustainability plan – yet!
- ❑ Partners identified but commitments and contributions are not yet defined
- ❑ Additional project planning is needed before work can start

**Common planning grant activities:** *strategic planning, business planning, feasibility studies, partnership development*

## Implementation Grant

- ✓ Strong business/sustainability plan in place
- ✓ Committed partners with defined contributions, *preferably with MOUs or other formal, specific agreements*
- ✓ Project can start once funding is secured

**Common implementation grant activities:** *implementing new programs, advanced training, expanding access through collaboration*

# This grant opportunity is competitive.

Each year, we receive far more grant applications than we can fund. Over the past five years, we have funded, on average, 12% of the grant applications we received through the CFP.

2024 was our most competitive year yet with only 7% of submitted applications funded.

Implementation grants (over \$50,000) are particularly competitive as we typically only fund one or two per year.





# Application Deadlines

## Timeline

- ▶ Cycle Opens: January 15
- ▶ **Proposals Due: March 14**
- ▶ Funding Decision: May 20
- ▶ Projects Begin: May 30

## Details

- ▶ This year we are opening one round of funding.
- ▶ We award CFP grants through a one-step application process.
- ▶ Each organization may submit up to three different applications per year.

We make every effort to adhere to this timeline for grant review and decision-making. On occasion, the review process may require more time. In such cases, we will notify applicants of the status of the review by the "Funding Decision" date and provide an updated estimate of the timeline for reaching a funding decision.



# Eligibility & Selection Criteria





# Organization Eligibility Criteria

**We only fund Montana-based organizations.** MT-based organizations that are eligible to apply for funding include:

- Tax-exempt organizations described in Section 501(c)(3) of the Internal Revenue Code (excluding those classified as private foundations or any type III non-functionally integrated supporting organization under section 509(a) of the Code).
- Tax-exempt educational institutions.
- State, tribal, or local government agencies.

Eligible applicants may use a portion of the budget to fund consultants that may not meet these eligibility criteria.



# Project Selection Criteria



- Importance
- Need
- Sustainability
- Creating partnerships
- Focus on at-risk populations
- New solutions
- Workable in Montana & culturally appropriate
- Feasibility and scale
- Geography
- Involving stakeholders and community members
- Collaboration with tribal leadership



# Sustainability and Creating Partnerships

## Creating Partnerships

The project will create or advance new partnerships among organizations that may not have worked together before, resulting in more efficient use of community resources. Proposals should detail specific contributions the identified partners will make to the project.

## Sustainability

Benefits from the grant endure after the funding runs out. When the grant establishes or supports new programming, the strongest proposals will demonstrate a clear, feasible plan to sustain the programming through reliable revenue sources beyond grants and fundraising.





# What Do We Mean By “Strong Partnerships”?

## Strong Partnerships

- ✓ Letters of commitment from partners indicating specific contributions
- ✓ New partnerships or new ways of collaborating between current partners
- ✓ Contributions of staff, facilities, funding, or other resources

## Weak Partnerships

- ✗ Generic letters of support
- ✗ Listing potential partners who have not made specific commitments to the project.
- ✗ Listing other organizations who you work in general but that aren't making specific contributions to this project.

# New Solutions

Given the many needs for support across our state, MTHF does not generally make contributions to sustain or expand well-established programs. Instead, our support focuses on projects in which:

- ▶ Effective interventions for the identified health-related issue exist but are not already being implemented.
- ▶ The grant will not be used to support the maintenance or expansion of an existing program.



# We Do Not Fund

- Individuals
  - Capital campaigns
  - Operating deficits or retirement of debt
  - Construction projects, real estate acquisitions, or endowments
  - Fundraising events
  - Organizations that discriminate by reason of race, religion, gender, national origin, sexual orientation, or political orientation
  - Lobbying as defined by the U.S. Internal Revenue Code (IRC), section 4945(d)(1)
  - Activities supporting political candidates or voter registration drives, as defined in IRC section 4945(d)(2)
  - Large equipment purchases (for example: medical equipment, vans, etc.), where such purchases constitute a substantial portion of the grant budget
  - Medical research or research lacking a direct, targeted, and practical benefit to Montanan's health
  - Organizations or foundations for redistribution of funds via sub-grants
- 



## Restrictions on “Supplanting”

- ✗ State Law: Our grants may *NOT* be used by grantees to supplant government funding.
- ✗ Our Policy: Our funds may *NOT* be used to *supplant* other, non-government sources of funding either.
- ✓ You *MAY* use our funds to *supplement* government funding.

**Supplant:** *To supersede or replace.* (You have government funding for an activity, and you use our funds to supersede or replace those funds. Not allowed!)

**Supplement:** *To add to or augment funding.* (You use our funds to accomplish some specific new outcomes and deliverables that could not be accomplished with current funding. Allowed!)



# Grant Management System





# How to Apply

## 01.

Find the grant management system login link on the website

### Manage Your Application

Log in to the grants management system to manage your grant application.

Login

Check browser settings and enable pop-ups if you receive an **"Incorrect Captcha Response"** error

## 02.

### Login

Returning users enter your login credentials and then click "Login"

First time users click "Register Here"

Login

Email

Password

Login

Forgot Password?

New To The System?

Register Here



# How to Apply

**03.**

## **Start Your Application**

Click the “Apply Now” button to start your application. This button lives under the “Funding Opportunities” section.

**04.**

## **Fill Out Your Application**

Click “Save Draft” before you start to activate all the questions.

Click “Save Draft” frequently to save your work!

**05.**

## **Submit Your Application**

Click “Submit” to send us your application.

You will receive a confirmation email from us within 24 hrs. of submitting your application.



# Coming Soon: Rural Health Small Grants







# Rural Health Small Grants

This year, we created a new grant opportunity for organizations located in and serving rural Montana. Through a simplified application, rural Montana organizations can apply for grants of up to \$10,000 to help address a health issue in their community.

**The rural grant opportunity is open only to organizations that are located in the rural community they serve.**

We define rural Montana as any community outside of the seven urban hubs (Billings, Missoula, Bozeman, Great Falls, Kalispell, Helena, and Butte).

## Timeline

- ▶ Opportunity Opens: **March 1, 2025**
- ▶ First Review Funding Decisions: **June 15**
- ▶ Opportunity Closes: **September 1**
- ▶ Second Review Funding Decisions: **September 15**



## How to Apply for a Rural Health Small Grant



This grant opportunity is a two-step process. Applicants will first submit basic information about the organization and the project to MTHF. If the organization is eligible under this initiative and the project aligns with the foundation's funding goals, they will be sent a link to complete an application in the grants management system.

**Subscribe to MTHF's newsletter to receive more information.**



# Questions and Answers





# Reminders

- ▶ Please type your questions directly into the Q&A feature.
- ▶ Please don't ask specific questions related to your project. Instead, try to frame your questions in a way that applies to a broad range of projects.
- ▶ If you don't have the chance to ask your question today, or if we don't answer it directly, please email or call us and we will respond as quickly as we can.
- ▶ As a reminder, this webinar is being recorded and will be archived and publicly available on our website.



# Resources

2025 Call for Proposals:

<https://mthf.org/grants/call-for-proposals/>

2025 CFP Application Questions:

<https://mthf.org/wp-content/uploads/2025-Call-for-Proposals.pdf>

Grantee FAQs:

<https://mthf.org/grants/grant-faq/>

Questions?

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# Thank You!

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