



Our Expanding Network

We would like to thank the 2006-2007 members for renewing their memberships for 2007-2008 and welcome the following new members:

- Drugs Kill Campaign dba -Coalition of BH Services,
- Family Services of Greater Houston
- Fort Bend Regional Council on Substance Abuse, Inc.
- IBN Sina Foundation-Community Clinics
- The Menninger Clinic

Alliance Welcomes New Team Members

Please welcome the newest members of the Alliance team. Ms. **Sue Luna** joins the staff as the Behavioral Health Project Manager. Sue most recently hails from M.D. Anderson Cancer Center where she was working as a research study coordinator, but you may know her from her years at Harris County Hospital District where she served as the Director of Emergency, Psychiatry and Pediatric Services. She has undergraduate and graduate degrees in nursing. One of her first priority projects will be to begin data collec-

tion of the 4 selected performance indicators for behavioral health services in the community, drawing together data from a variety of sources for a system-wide performance outlook. Sue can be reached at (713) 368-1340 or sulema.luna@hctx.net.

Ms. **Olivia Dear** is the new Healthcare Access Project Manager for the Alliance. Olivia brings a wealth of healthcare financing and operations experience to her role directing community clinic related projects and assisting in the development of affordable insur-

ance and coverage products. Olivia worked for a number of years in the CHRISTUS Health system both in Louisiana and Texas. Olivia will be the contact person for the primary care safety net assessment (see related story, "Grant Award"). She is finishing a project for San Jose Clinic during November and will be with us full-time beginning in December. She can be reached at (713) 368-3275 or olivia.dear@hctx.net.



Grant Award

The Alliance was recently awarded a \$500,000 grant from the Houston Endowment to conduct a strategic assessment of the operational capacity of the primary care safety net clinics in Houston. A Request for Proposals was sent to four

pre-selected consulting firms with a due date of November 9th. A subcommittee of the Community Clinics Advisory Committee will evaluate the proposals and recommend the firm to be engaged to conduct the study. This as-

essment will identify the available capacity of existing clinics and methods by which that capacity can be maximized in an operationally and financially sustainable fashion. The committee felt that supporting the achievement of

(cont'd p.2)

Inside this issue:

Grant Development Services	2
3-Share Grant Competition	2
Grant Award (continued)	2

Special points of interest:

2008 Quarterly Membership Meeting Dates

February 13

May 14

August 13

November 12

3:00-5:00

United Way, Community Resource Center
50 Waugh Drive, Houston, Texas 77007

Grant Development Services

As part of our effort to expand the amount of resources available to our community for addressing the goals of the Alliance and its Members, we are pleased to offer you the following types of grant development services as needed and feasible through our Grants Management Department.

Through an informal assessment of Members' needs in this area conducted earlier this year, we determined that the following types of services would be most beneficial, and are providing you with additional information and forms that will be needed in order to access services:

- **Grant proposal coordination, writing and related assistance** in accordance with the Alliance's Board-approved Grant Development Policy (available



on our website beginning November 15, 2007)

- **Funding research** (government and private/corporate funding) for a specific project or area of need within your organization. Members will receive a prospect sheet with detailed information on each potential funder identified.
- **Objective review/editing** of a grant application developed by your staff;

To access grant writing and funding research services, a form requesting specific information related to the project/need must be completed. These forms will be available beginning November 15th on the Alliance website.

- Access to the Foundation Center's "**Foundation Directory On-line**" via the Alliance's subscription (see <http://fconline.fdncenter.org/> for a description of this service); and
- **One-on-one training/technical assistance** for grant research and development needs.

Please inform Michelle Salazar-Martinez, our grants manager of any particular staff within your organizations who should be receiving email notices regarding grant-related announcements, training, publications, etc.

We will continue looking for ways that our Grants Management Department can assist you with increasing your revenue streams through government and foundation grants. For more information, contact Michelle at 713-368-3276 or msmartinez@hctx.net.

3-Share Grant Competition

Enabling legislation for 3-share programs was successfully included as part of Senate Bill 10 this past legislative session. The legislation included authorization for funding for a series of planning grants to communities developing such programs. The Alliance, along with its counterparts in Austin, Galveston, Dallas and El Paso, have been working together since prior to the legislative session and have developed a very strong joint effort we call the Texas Communities HealthCare Coalition. Recently the Coalition agreed to submit a collaborative proposal for the grant funding and asked that the Alliance, because of its recent experience with the TDI Small Employer Insurance Project, serve as the lead agency. We are working diligently to meet the grant's November 12th deadline and feel confident of our ability to secure funding to complete the

planning activities necessary to bring a 3-share plan to fruition in Harris County. These activities include completing the actuarial analysis and pro formas, identifying the appropriate legal structure within which to offer the program, and finalizing the details of the subsidy fund for the lowest income working uninsured. We will certainly keep you posted on the results of this grant competition.



Cont'd—Grant Award

maximum performance of existing clinics was an important first step prior to asking those clinics to expand operations in new sites. Hospital District, City, County, FQHC and other non-profit community health centers will all be included in the assessment, though more in-depth analysis will occur among the FQHC and other non-profit community health centers only. The assessment is expected to be completed within 4-6 months of contract execution in late November or early December.

