

Creating and Demonstrating Return on Investment in Multisector Partnerships: Request for Applications from Public Health Agencies, Community-Based Organizations, and Safety Net Providers

Summary

The Association of State and Territorial Health Officials (ASTHO), with support from HRSA, is accepting applications for a Return on Investment (ROI) Learning Opportunity focused on expanding state health agencies', safety-net providers' and community-based organizations' management competencies to plan and execute multisector partnerships. Up to five state health agencies, safety net providers, or community-based organizations will be selected to participate in this learning opportunity.

Areas of learning will include:

1. How to examine the external environment and identify opportunities for multisector partnership.
2. How to capitalize on opportunities for partnership by building a business case.
3. How to adopt a planning system to achieve multisector partnership.
4. How to implement plans for multisector partnership.
5. How to communicate the return on investment and value proposition for the partnership.
6. How to estimate and establish the optimal pricing system and level for multisector contracts.

Program Commitments

- Participating organizations' chief executive officer and chief financial officer will be required to attend a two-day in-person workshop at ASTHO's headquarters (located at 2231 Crystal Dr., Suite 450, Arlington, VA 22202). The workshop will be held on Feb. 6-7, 2020. ASTHO will pay for travel for the chief executive officer and chief financial officer from each organization. Up to three additional participants may attend from each organization, although their travel will not be funded by ASTHO.
- The organizations' leadership teams must participate in six monthly all-cohort virtual convenings (no longer than 90 minutes each) to deepen and advance the learning of the fundamentals presented at the two-day workshop.
- Leadership teams also have the opportunity to receive technical assistance throughout the program via coaching calls customized to each organization's needs.

Request for Application Released: November 8, 2019

Applications Due: December 6, 2019 (application extended from Dec. 2)

Selection Announcement: December 11, 2019

Project Period: January-July 2020

ASTHO Point of Contact: Tequam Tiruneh, senior analyst, clinical to community connections (ttiruneh@astho.org).