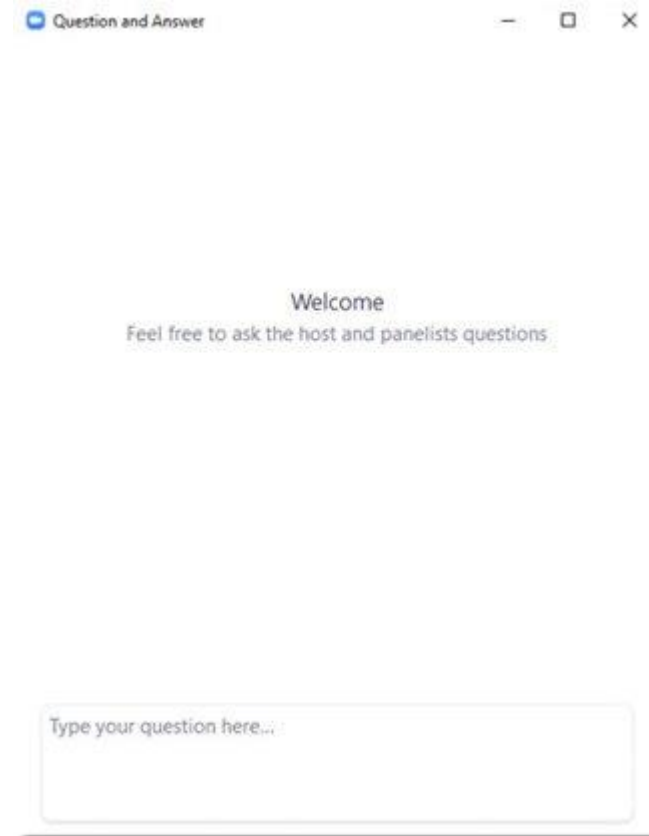


2022 Grantmaking Opportunities

February 2, 2022

Question & Answer Logistics

- After the presentation, we have time allocated for audience Q&A.
- We will be monitoring the Zoom Q&A box throughout the entire presentation and we will do our best to answer all of your questions by the end.
- Type your question in the **Question and Answer** box.
- This webinar will be recorded and we will share the recording shortly afterwards.



CareQuest Institute Grants Team



Michael Monopoli,
DMD, MPH, MS
Vice President of
Grants Strategy



Trenae Simpson,
MBA
Director of Grants
and Programs



Parrish Ravelli
Grants and
Programs Associate



Christina Castle
Grants and
Programs Associate



John Gabelus
Grants and
Programs Associate



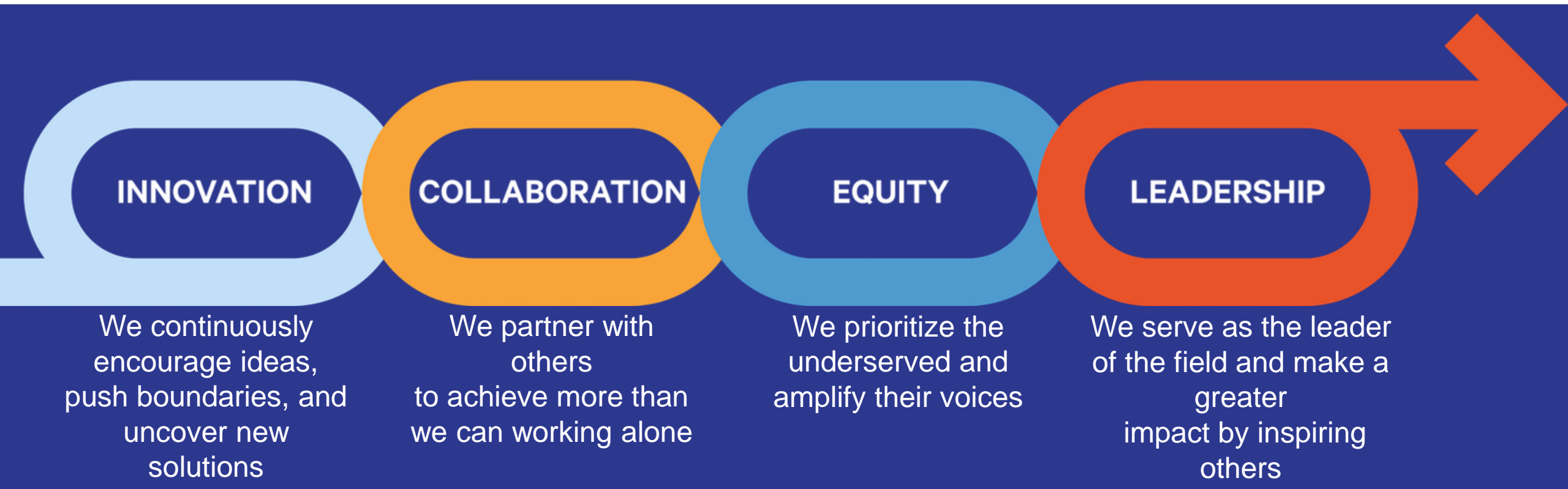
Faye Hixenbaugh
Grants and Programs
Coordinator

By the end of the call, participants will be able to:

- Recognize the historical context of how CareQuest Institute has engaged in strategic grantmaking in the past.
- Explain the 2022 CareQuest Institute strategic priorities and cross-cutting strategies.
- Identify the necessary processes and points of contact to be able to pursue a potential grant application with CareQuest Institute in 2022.

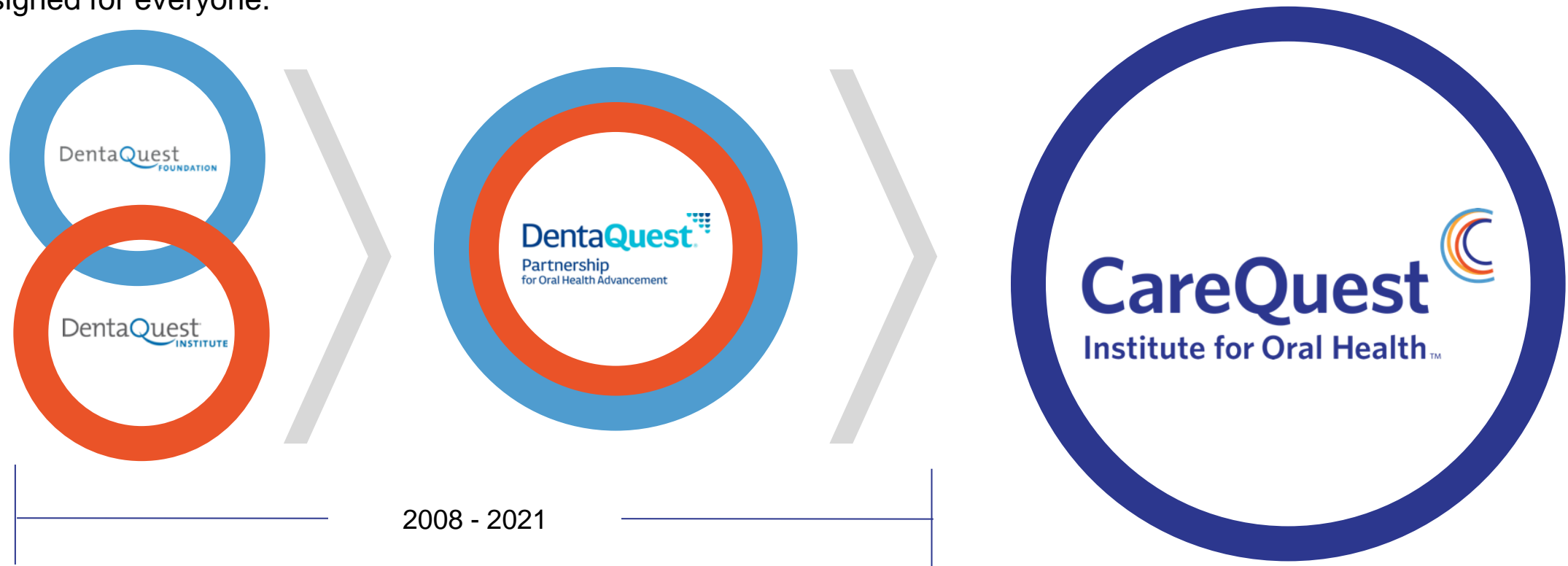
Values Led, Mission Driven

Our values guide our actions. They are core to our work and central to how we measure our success.



Building on the Successes of Past Organizations: DentaQuest Foundation, Institute, and Partnership

As CareQuest Institute for Oral Health, we pull forward and expand upon the strengths of our past organizations. By doing this, we can accelerate oral health care transformation and move faster, together, toward a health system designed for everyone.



Driving Change Through 5 Areas of Activation

To drive meaningful change, we approach key oral health issues from a variety of perspectives and through a variety of tools.



The “Why” behind our work

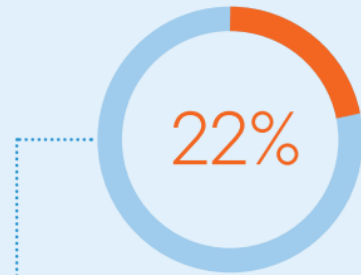
Inequities in oral health



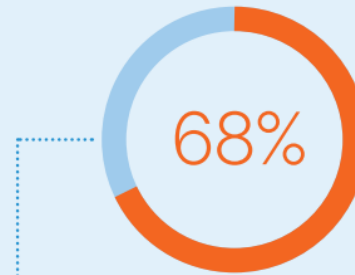
Americans **living in poverty** are **2.2x more likely** than those at higher incomes to have **unmet dental needs** due to **lack of insurance coverage**.



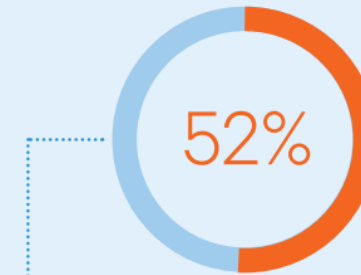
Those **living in poverty** are **102x more likely** to have **difficulty doing their job because of oral health conditions** and they are **215x more likely** to have **oral pain** than those at high incomes.



Black adults are **22% less likely** than white adults to have had a **routine dental visit** in the past year.



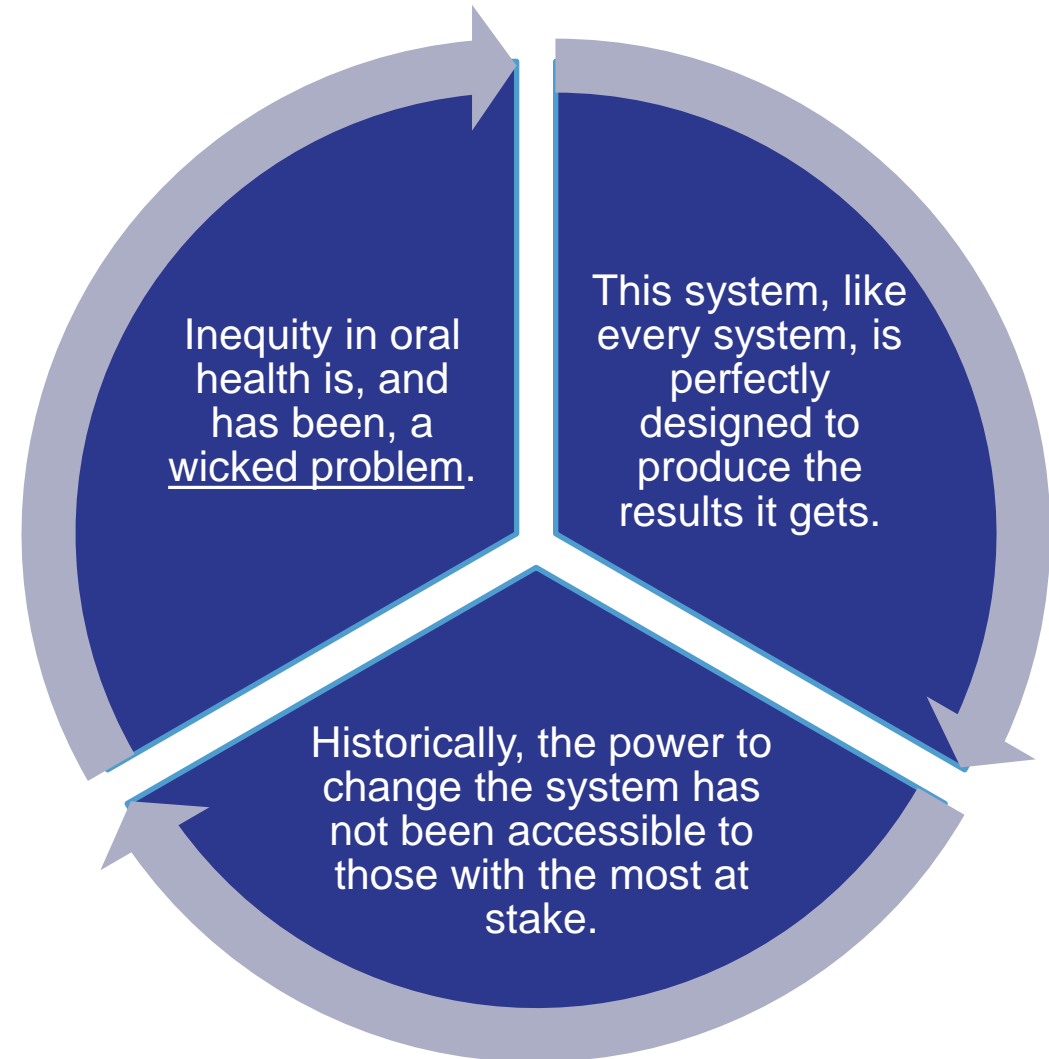
Black adults are **68% more likely** than white adults to have **unmet dental needs**.



Latino adults are **52% more likely** than white adults to report having **difficulty doing their job** very often or fairly often **due to poor oral health**.

Centering Community Voice through Authentic Engagement

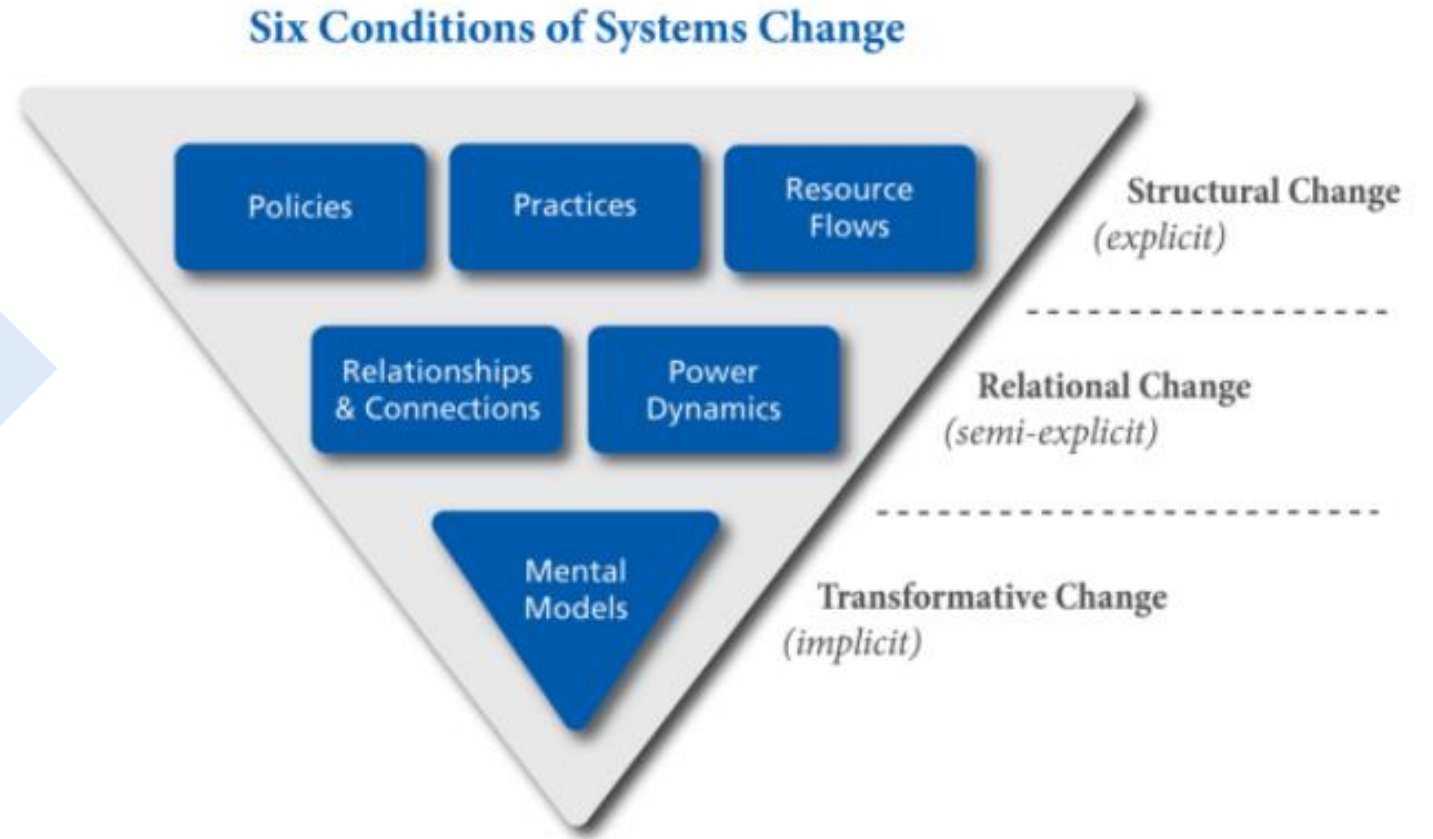
**Why This?
Why Now?**



Seeing Systems

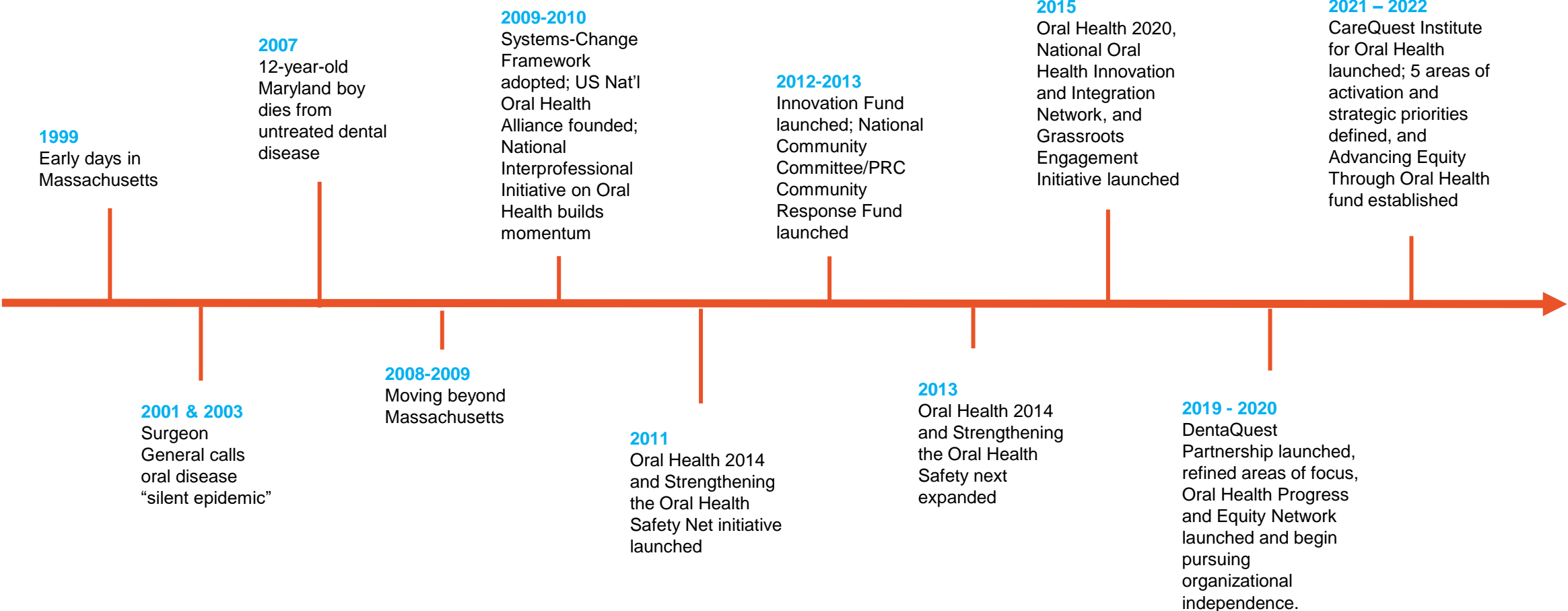


Changing Systems

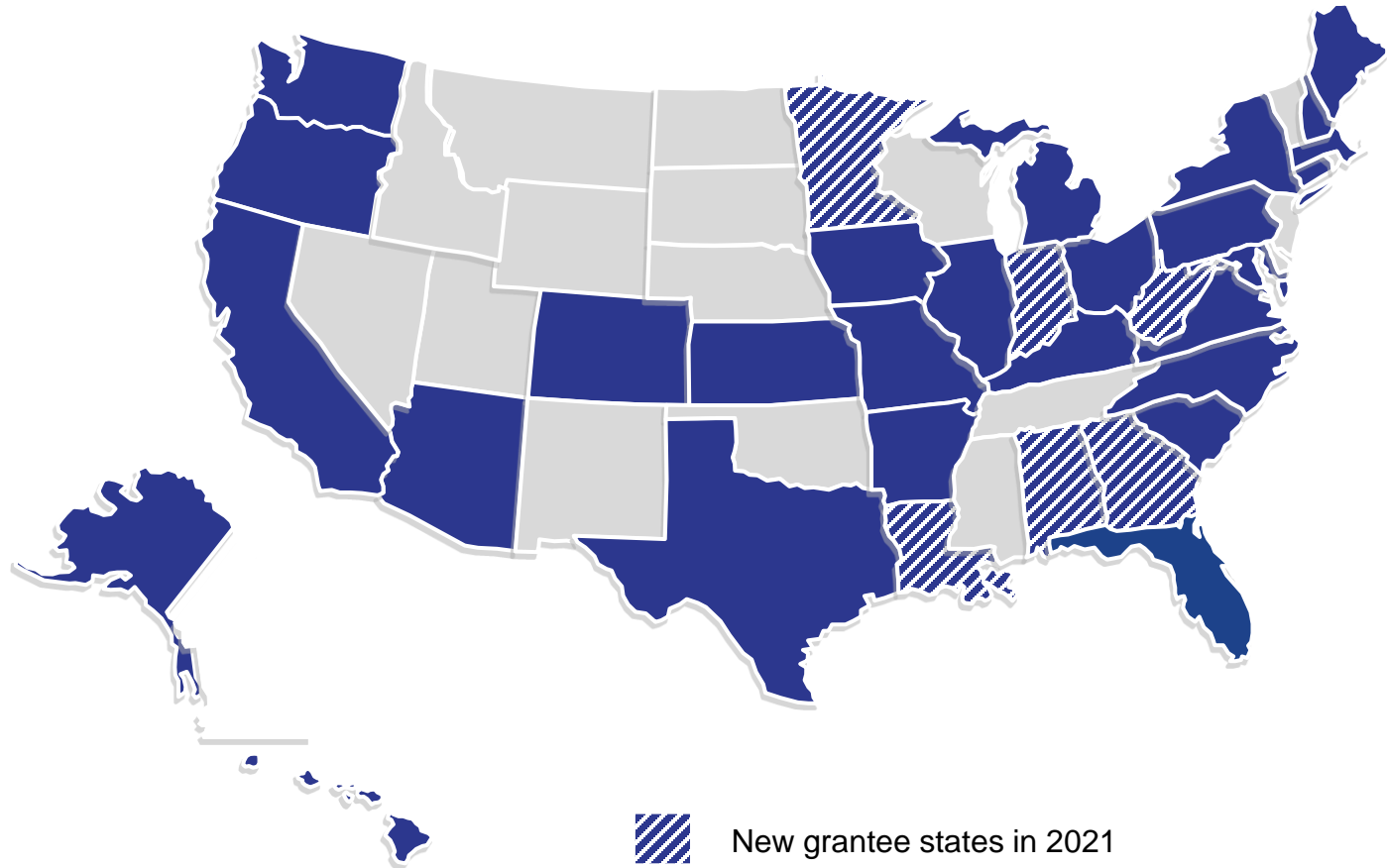


Historical Overview of CareQuest Institute Grantmaking

Timeline: 1999 - Present



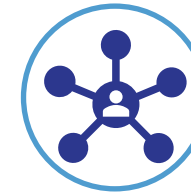
CareQuest Institute Grantmaking in 2021 at a Glance



101 Grantees across 33 states



Representation at local, state & national levels



46% of grantees were new partners



Continued partnership with OPEN – convenings and learning opportunities

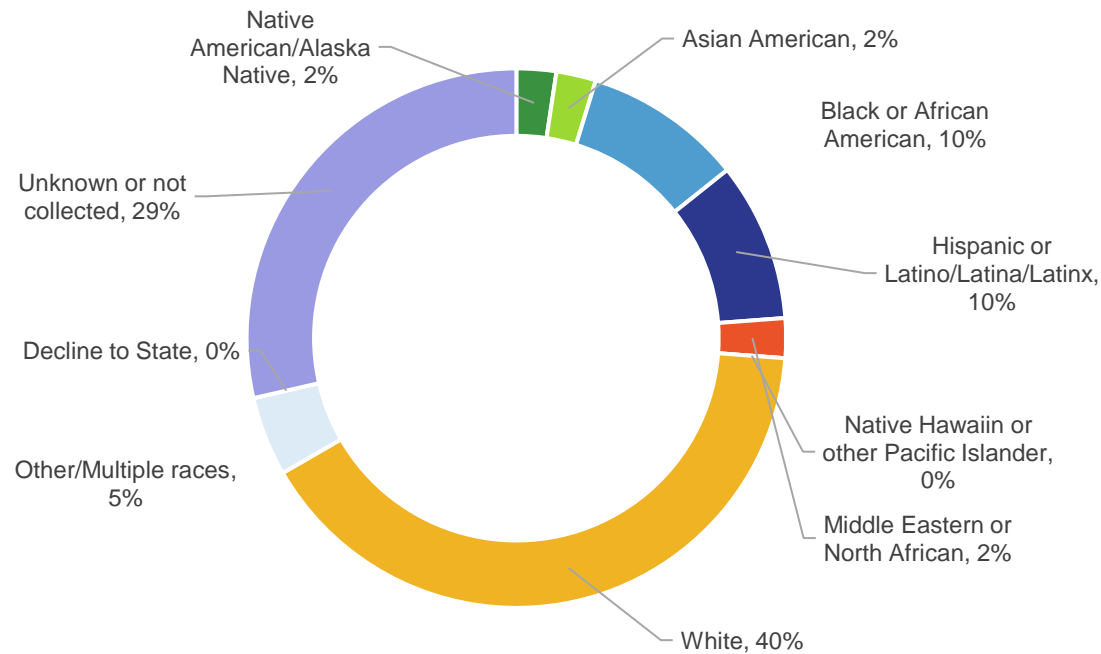
CareQuest Institute Learning Communities

- ✓ Virtual learning communities connect monthly for discussion on new and engaging topics related to community engagement, health and racial equity, and policy advocacy
- ✓ Opportunities for networking and mutual support
- ✓ Relevant information sharing and updates on activity within the oral health system and the communities we hope to impact
- ✓ Important feedback loop between grantees and CareQuest Institute

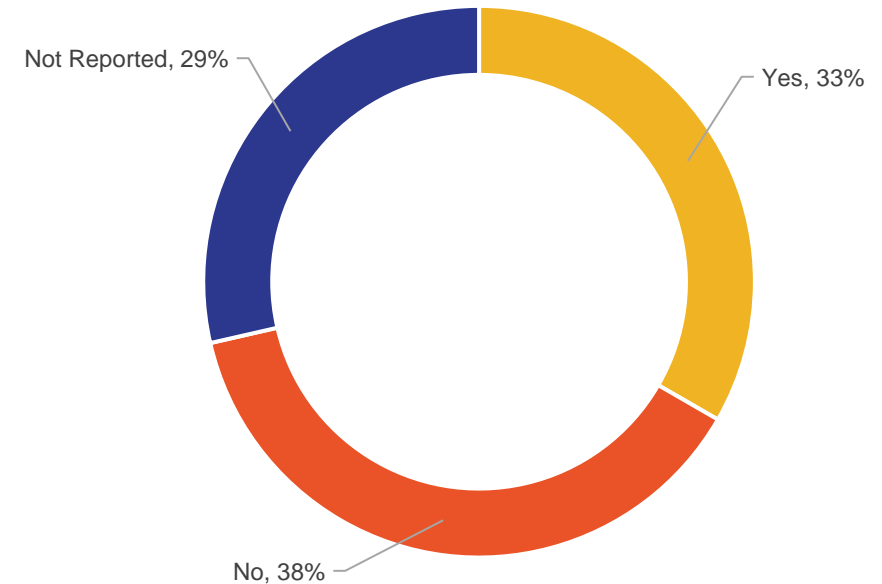


Demographic Analysis of Grantees

% Grantee ED/CEO/President by Race
(n = 58)



% of Grantee Boards with 50% or Greater with Non-White Representation
(n = 58)



Policy Highlights from 2021

- In **Maryland** nearly 23% of the eligible population has accessed care since the launch of the Medicaid Adult Dental Pilot Program. As well, 600 new providers accept Medicaid through this program.
- In **Massachusetts** community health centers that are utilizing telehealth grew from 85% in 2020 to 98% in 2021.
- In **Washington**, the Dental Therapy campaign activated 400 advocates for a MLK Hill Day and met with lawmakers from 34 districts and many highlighted Dental Therapy. 4,500 individuals also engaged through online advocacy.
- In **Virginia**, upon passage of a comprehensive Medicaid Adult Dental Benefit, over 40 community events were held that educated over 2,500 people to better understand what their new benefit is and how to use it. Additionally, 66 new providers have been recruited to start accepting Medicaid.
- In **California**, S.B. 75 passed which expands full-scope Medicaid coverage to older adults and Compact of Free Association (COFA) Citizens. When it becomes in effect, in May 2022, it will result in an estimated 235,000 more Californians obtaining coverage.

CareQuest Institute

Grantmaking in 2022

Intended Impact

Improve oral health outcomes for historically marginalized populations through a more **accessible, equitable, and integrated** oral health care system

CareQuest Institute grantmaking will prioritize work that:

- Demonstrates the use of a **health and racial equity** approach.
- Intentionally **engages communities** in the design and implementation of the work, with a particular focus on historically marginalized populations.
- Strengthens capacity and infrastructure through **partnerships and collaboration.**
- Seeks to advance local, state, or federal **policy or systems-change.**

Advancing Equity through Oral Health Fund



Support the Oral Health Progress and Equity Network (OPEN)



Drive Federal Oral Health Policy



Strengthen Community Voice and State Advocacy



Spread Learning Models to the Broader Safety Net

Other Funds

Executive Director's Fund

Support for convenings, events, and activities that promote oral health.

Emergent and Relief Fund

Drive innovation within the “new normal” dentistry (i.e. teledentistry, infection control) and respond to natural disasters and urgent needs.

Advancing Equity Through Oral Health Fund

Support the Oral Health Progress and Equity Network (OPEN)

Goals

- Build upon the infrastructural milestones reached in 2021.
- Support the network and strengthen its independence and collaboration.
- Leverage opportunities for spread and scale of learnings, best practices, and collective impact strategies to advance oral health policy and systems-change.

Types of Organizations

- This funding area is intended specifically for OPEN Inc. and its fiscal agent, the National Network of Public Health Institutes

Advancing Equity Through Oral Health Fund

Drive Federal Oral Health Policy

Goals

- Partner to identify federal oral health policy priorities and opportunities such as, but not limited to:
 - the inclusion of a comprehensive dental benefit in Medicare.
 - federally establish adult dental benefits in state Medicaid programs
- Collaborate with key national players to realize shared legislative engagement strategies, and new partnerships to equitably expand the voices at the table such as, but not limited to black, indigenous and people of color, veterans, and those with disabilities.
- Advance oral health policies related to the equitable implementation of dental care as well as those that address social and political determinants of oral health.

Types of Organizations

- Organizations with a national geographic scope
- Other organizations with a federal policy focus

Advancing Equity Through Oral Health Fund

Strengthen Community Voice and State Advocacy

Goals

- Identify and advance state and local oral health policies related to the equitable implementation of dental care as well as those that address social and political determinants of oral health.
- Sharpen and expand utilization of a health and/or racial equity lens in oral health systems change.
- Build community connections to efforts focused on transforming the local or state oral health care delivery system.

Types of Organizations

- Local and/or community-based organizations
- State policy organizations, and/or state oral health coalitions, in partnership with historically marginalized communities
- Other organizations engaged in local and/or state policy advocacy in partnership with historically marginalized communities

Advancing Equity Through Oral Health Fund

Spread Learning Models to the Broader Safety Net

Goals

- Support efforts to test and advance one or more components of the CareQuest Institute **Three Domains Framework**:
 1. Tele-Prevention
 2. Minimally Invasive Care
 3. Integrated and Personalized Care
- Advance efforts towards value-based care and payment, including building infrastructure in areas where policy and regulatory environments have historically been a barrier.
- Testing or expanding strategies to operationalize models of care that address the social and political determinants of health.

Types of Organizations

- Primary Care Associations, Health Care Centered Networks
- Community Health Centers
- Other organizations focused on the safety net or value-based transformation

Cross-Cutting Strategies



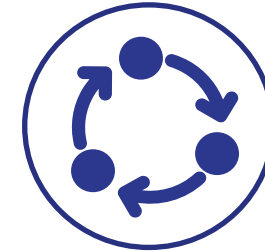
Spread and scale

- What is the policy or regulatory environment that promotes spread?
- Who are the primary change agents that relate to this work?
- What opportunities exist for shared learning and thought leadership?
- How are we leveraging data to measure impact?



Community-driven approach

- Who else needs to be included in decision-making?
- Is the community we intend to serve engaged?
- What other expertise is needed?
- How are we leveraging data to measure impact?



Social/Political Determinants

- Are we addressing other issues that impact one's ability to engage in oral healthcare?
- How can we integrate motivational interviewing and social supports into care delivery?
- How are we leveraging data to measure impact?



Social and Political Determinants of Health

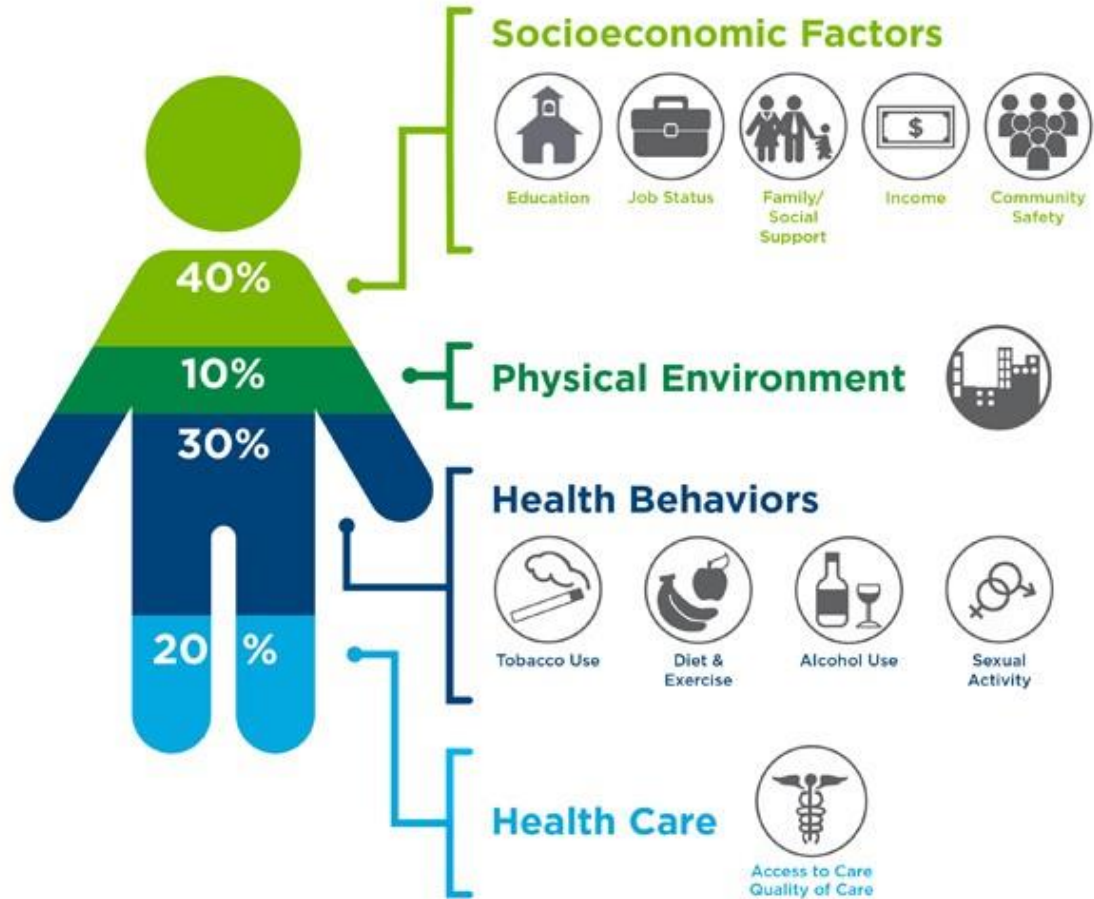
“The **social determinants** are defined as the conditions in which people are born, grow, live, work, and age” which are “shaped by the distribution of money, power and resources”

- World Health Organization

“The **political determinants** of health involve the systematic process of structuring relationships, distributing resources, and administering power, operating simultaneously in ways that mutually reinforce or influence one another to shape opportunities that either advance health equity or exacerbate health inequities.”

- Daniel E. Dawes, J.D.

What Goes Into Your Health?



What policies or systems influence an individual's ability to have what they need within these?

Source: Institute for Clinical Systems Improvement, Going Beyond Clinical Walls: Solving Complex Problems (October 2014)

Other Funds

Emergent and Relief Fund

- Support efforts to address historical and pervasive inequities in the health care system, including the oral health system, and subsequent health outcomes.
- Drive innovation within the “new normal” dentistry (i.e. [teledentistry](#), [infection control](#)) while resourcing the immediate needs for those communities that are suffering disproportionately.
- Respond to immediate needs of communities suffering as a result of unforeseen circumstances (i.e. displacement due to natural disaster).
- One-time, urgent needs to support clinics and organizations through short-term challenges.

Executive Director's Fund

Executive Director’s Fund grants are generally smaller awards that support convenings, events and activities that promote oral health.

Fund investments currently focus on reducing oral health disparities and advancing health and racial equity.

Please note, CareQuest Institute does not make grants directly to individuals and does not support capital expenses, operating expenses, direct service, mobile vans, director services or payments for procedures. Applicants must have 501(c)3 nonprofit status.

Grantmaking

Logistics and Timeline

Advancing Equity through Oral Health Fund



Support the Oral Health Progress and Equity Network (OPEN)



Drive Federal Oral Health Policy



Strengthen Community Voice and State Advocacy



Spread Learning Models to the Broader Safety Net

Other Funds

Executive Director's Fund

Support for convenings, events, and activities that promote oral health.

Emergent and Relief Fund

Drive innovation within the “new normal” dentistry (i.e. teledentistry, infection control), and respond to natural disasters and urgent needs.

Grant Submission Process

Concept and Full Proposal

Registration

- Create an account in the online grants management system, Fluxx

Concept

- 500-word description of your proposed project
- Based on the concept, you may be invited to submit a full proposal

Full Proposal

- Complete full proposal, workplan, organizational demographics, and budget
- Opportunity for feedback on drafts during process

Accounting for Equity

In 2022, in order to keep ourselves accountable for advancing equitable policies and systems, we will respectfully request the following items as part of the proposal submission process. This information supports our efforts to regularly assess our grantmaking impact on target populations, measure progress toward our goal of engaging historically marginalized communities on the topic of oral health and articulate our grantmaking impact to internal stakeholders and external audiences alike.

- Non-identifiable demographic data related to race/ethnicity, gender, sexual orientation, disability status.
- Diversity, Equity, and Inclusion Statement(s)

Submitting this data is strongly encouraged, but not mandatory. This data will be considered during review process.

Review Dates and Timeline

- Concepts and full proposals are reviewed on a rolling basis throughout the year.
- To have a full proposal reviewed in any given month, submit a concept at least two months prior.
- Specific deadlines will be released on our website.

For any questions about timeline and process, please reach out to a member of the grants team, or grants@carequest.org.



Grant Review Months

March
April
June
July
September
November

Submission Deadlines

Month	Full Proposal Deadline	Grant Review Timeline
February	February 1	Early March
March	March 4	Late April
April	March 25	Late April
June	April 29	Early June
July	June 30	Late July
September	August 19	Early September
November	October 14	Early November

*This timeline is subject to change throughout the year. Proposal deadlines will be posted on our website when available.

**This review schedule is for full proposals. Concepts (or letters of intent) are reviewed on a rolling basis.

Grants Management System

<https://carequest.fluxx.io/>

1. **IF YOU DO NOT HAVE A FLUXX ACCOUNT:** Using **Google Chrome, Safari, or Firefox** web-browser, create an account with the online grants management system, Fluxx, by clicking "Register Now" in the bottom right-hand corner of the front page.
2. Once you are logged into your account, click the "Apply Now" button in the bottom left-hand corner.
3. Follow the steps to complete your application, noting that you will need to save periodically.

Questions & Answers

Contact Information

Michael Monopoli, DMD, MPH, MS

Vice President of Grant Strategy

Mmonopoli@CareQuest.org

Trenae Simpson, MBA

Director of Grants and Programs

Tsimpson@CareQuest.org

Faye Hixenbaugh

Grants and Programs Coordinator

Fhixenbaugh@CareQuest.org

Christina Castle

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Pravelli@CareQuest.org

CareQuest 
Institute for Oral Health®