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Strategies for Funding Blueprints Programs (i.e., How to Build a Funding Fire)


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Blueprints Conference
Westminster, CO
April 12, 2016



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EBA's Mission

- Helping leaders assemble a continuum of **Blueprints®** programs like:
 - FFT - Functional-Family Therapy
 - MST - Multisystemic Therapy
 - NFP - Nurse-Family Partnership
 - SFP - Strengthening Families
 - TFCO - Treatment Foster Care Oregon (formerly MIRC)
- Provide technical assistance and project support (management and oversight) to ensure that system goals are achieved



See www.evidencebasedassociates.com for more details

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EBA's Experience

A. EBP Implementation Oversight

- 1) (Centralized) Statewide Project: Florida Redirection (Legislative initiative)
- 2) (Decentralized) Statewide Project: Georgia (the Governor's Juvenile Justice Reform Initiative)
- 3) Statewide (District-wide): District of Columbia (DC) award (Justice Grants Administration)
- 4) Statewide (District-wide) Families First Project DC Department of Behavioral Health

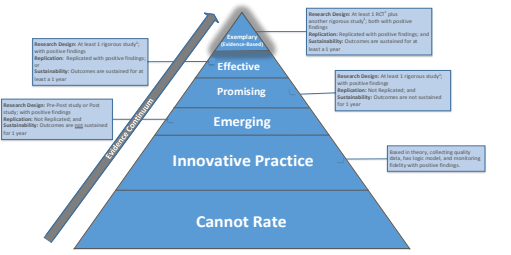
B. EBP Technical Assistance / Consulting

- 1) Louisiana Office of Youth Development: Regional assessment of need
- 2) Brevard County, FL : Technical Assistance Award (discretionary grant)
- 3) Commonwealth of Virginia (DJJ): Reentry Strategic Planning Grant
- 4) District of Columbia: Dept of Youth Rehabilitative Services reentry; gender-specific services

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Continuum of Evidence



*RCT - Randomized Controlled Trial
*Rigorous Study - Randomized Controlled Trial or Quasi-Experimental Study


Shared by Del Eloff and the West Palm Beach Children's Services Council; Fall Symposium, Oct 2015

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To Build a Fire

Necessary Ingredients:

- **Air**
 - Do your best to avoid Wet Blankets
- **Fuel (flammable, nonflammable, or inflammable?...)**
 - Do your best George Carlin?...
- **Ignition Source**
 - Do your best Jim Morrison?...




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To Build a Funding Fire

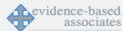
Necessary Ingredients:

- **Air (conducive climate – there is interest in EBPs)**
- **Fuel (resources – many options!)***
- **Ignition Source (key event or conversation)**



*yes, like Doritos ...

What Types of Funds Are Available?



Fuel Options

1. Medicaid, for some
2. Federal funding: OJDP
 1. usually for states (based on strategic plans)
 2. Administered locally through state funding org.
3. State and Local funding
 1. Departmental RFPs or RFQs (Executive Branch)
 2. Legislative or Judicial branch (Pilot Projects)
 3. Local children's trusts, commissions
4. Innovative alternatives
 1. SIBs/PIS
 2. Foundations (seed money)



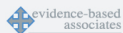
How are funds distributed?



Various methods of Procurement

1. Competitive procurement
 - RFI
 - RFQ
 - RFP/ITN
 - <http://doas.ga.gov/state-purchasing/seven-stages-of-procurement>
2. Sole source/sole service (when it might be appropriate)

Insights on RFPs



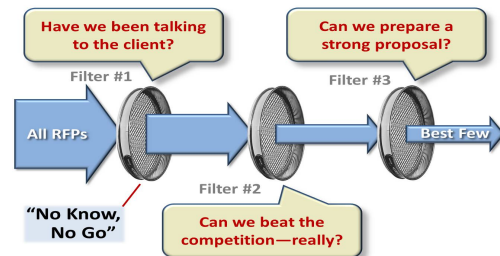
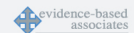
Two types of RFPs

Those where the decision has been made vs. those that represent a level playing field
 Those driven by Best Value vs. those driven by Cost (commodity approach)
 Those with obvious tips telegraphing what they want vs. those with hidden agendas
 Those you influence vs. those you don't
 Those that will be awarded vs. those that won't (just flushing out options)

One Decision: To Bid -- or Take a Pass?



Insights on RFPs



<http://www.blog.bizedge.biz/2012/10/to-go-or-not-to-go-keep-it-simple.html>

"The Catch"

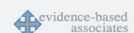


BUT: Other EBPs are often competing for the same funds, competing for more market share

KNOW YOUR PRODUCT and YOUR EDGE
 KNOW YOUR CUSTOMER/CHAMPION



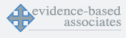
Key Questions



What you need to know about your Champion:

- what do they need?
- when do they need it?
- how will they know it's good when they get it?

Contact Information



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