



Funder and opportunity resource map: The following table contains important considerations when making a financial plan for your intervention. The source of funding will drive who you serve, how you present the case for complex care, and what metrics you track and report to demonstrate success. For a deeper dive into funding, **Beyond the Grant** is an excellent free resource with many tools and ideas you can use to explore this concept further.

FUNDING SOURCE	OPPORTUNITY	FOCUS							
		COST AVOIDANCE	REVENUE	QI	COMMUNITY WELLBEING	SATISFACTION SCORES	SPECIFIC POPULATIONS	EQUITY	UTILIZATION
Internal Organization	If you choose a population that meets a need for your organization, long-term funds may be available by continuously demonstrating effective cost avoidance and quality improvement.	X	X	X		X		X	
Community Benefit	Every nonprofit health system has community benefit funds to address community health needs. Access your area's Community Health Needs Assessment through the local health department or health system to find opportunities to partner in meeting a need.			X	X	X		X	
Integration in Organizational Value Based Payment	If your organization participates in an APM/VBP arrangement/ACO, your program could partner to meet the needs of the most complex patients that are at financial risk.	X	X	X		X			X
Local Philanthropy and Businesses	Local philanthropic organizations and businesses with foundations may have an interest in improving health and health equity of certain populations.	X		X		X	X	X	

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Camden Coalition of Healthcare Providers

City or Community Funds	If your program is impacting services like reduction in emergency response (including police and EMS), reduction in criminal justice costs, improvement in behavioral health and substance use outcomes, and improvement in homeless populations, there may be additional avenues for funding from sources like the city, law enforcement, and community development.	X		X		X	X	X	
Billing Revenue	Depending on your staffing mix, you may be able to finance your program through direct billing for service. This is very difficult to sustainably achieve. Considering co-locating providers in existing clinics or offering telehealth may be the most efficient way to manage costs. Billing can also be explored as an addition to the financial model but not the sole source of funding. * Also serves advance practice evaluation and management, chronic care management, transitional care management codes, alcohol and drug screening (SBIRT), telehealth and phone-based evaluation, and more.	X	X	X		X		X	
Wellness Funds	If your intervention is involved with a cross-sector community collaborative, a new concept is emerging called <i>Healthy Communities Funding Hubs and Community Wellness Funds</i> .	X		X	X	X	X	X	
Medicaid Waivers and Government Demonstrations	Many state are using 1115 <i>Medicaid waivers</i> , DSRIP, and other financing mechanisms to transform their Medicaid system with special interest in populations with complex health and social needs.	X		X	X	X	X	X	X
Direct Contracting for Services	Some programs contract directly with a payer for a PMPM rate to cover a specific population. (This is covered in-depth in the training program.)	X	X	X		X			X

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