

A black and white photograph of an American flag waving on a flagpole against a bright, hazy sky. The flag is the central visual element, with its stars and stripes clearly visible. A semi-transparent blue horizontal band is overlaid across the middle of the image, containing the title and presenter text.

Funding Solutions: Exploring the AFG Program for Community Paramedicine

Presented by: Cornerstone Adminisystems



Scott K. Ryno

EMT-B, CAC, CACO, CAPO, CADS

- Director, Fire & EMS Administration
- Over 30 years in Fire & EMS



Nathan Harig

M.A., B.A., NR-P.

- Assistant Chief for Administration
- Over 11 years with Cumberland Goodwill Fire Rescue EMS Inc.

Assistance to Firefighters Grant AFG Program



● What You Need to Know

<https://www.fema.gov/welcome-assistance-firefighters-grant-program>



Assistance to Firefighters Grant

AFG Program



● AFG Eligibility

- Fire Departments
- Non – Affiliated EMS Organizations
 - A public/private nonprofit EMS organization providing direct emergency medical services to a specific geographic area on a first-due basis but not affiliated with a hospital or serving a geographic area where emergency medical services are adequately provided by a fire department.



Assistance to Firefighters Grant

AFG Program



● AFG Eligibility

- Regional Applicants
 - Host may be a fire department or non-affiliated EMS organization
- Please Note: If you are NOT registered with the IRS as a 501(c) corporation, then you are NOT eligible to receive funding from the AFG program.



Assistance to Firefighters Grant

AFG Program



Program Statistics

- In FY2018, FEMA allotted \$315 million to the AFG program
- EMS funding is limited to no more than 2% of the AFG appropriation
- Meaning \$6.3 million is reserved for EMS



Assistance to Firefighters Grant

AFG Program



● AFG Matching Requirements

- While grant money is technically “free” it comes with strings attached
- Be prepared to provide the necessary matching funds
- Match funding requirements:
 - Must be non-federal dollars
 - Must be in cash
 - Cannot be gifts-in-kind



Assistance to Firefighters Grant

AFG Program



● AFG Matching Requirements

- Population less than 20,000
Must match **5%**
- Population between 20,000 -100,000
Must match **10%**
- Population over 100,000
Must match **15%**



Assistance to Firefighters Grant

AFG Program



● Funding Priorities for Training

- AFG provides training grants to meet the educational and performance requirements of fire departments and nonaffiliated EMS personnel.



Assistance to Firefighters Grant

AFG Program



● Funding Priorities for Training

- A higher priority has been assigned to the following due to time and cost of upgrading an organization's response level:
 - Organizations seeking to elevate the response level from EMT to EMT-P
 - Organizations seeking to elevate response level from AEMT to Paramedic



Assistance to Firefighters Grant

AFG Program



● Funding Priorities for Training

- Organizations seeking to train Community Paramedics:
Organizations seeking to train a higher percentage of the active EMTs and Paramedics will receive additional consideration when applying under the Training activity



Assistance to Firefighters Grant

AFG Program



● Writing a Successful Grant

- Process
 - Gathering Information
 - Defining Amounts
 - Writing Narratives



Assistance to Firefighters Grant

AFG Program



● It's All About the Narrative

- Narrative consists of 5 parts
 - Organization
 - Financial Need
 - Project Description and Budget
 - Cost Benefit
 - Statement of Effect/Impact on Daily Operations



Key Considerations



Assistance to Firefighters Grant AFG Program

- You only have five (5) total pages
- Each section is allotted $\frac{3}{4}$ of a page (4,000) characters
- Do not mix low priority items with high priority items
- Always tie your project back to improved safety for your personnel and/or community
- This isn't about your department – it's about solving the threat of an immediate risk and meeting a new mission



Assistance to Firefighters Grant

AFG Program



Organization

- Background/history of organization
- Service area covered
 - Number of residents
 - Square mileage in response area
- Level of service provided
- Number of providers



Assistance to Firefighters Grant

AFG Program



● Financial Need

- Applicants should describe their financial need and how consistent it is with the intent of the AFG Program.
- The Financial Need statement should include details describing
 - Applicant's financial distress such as summarizing budget constraints
 - Unsuccessful attempts to secure other funding
 - Prove the financial distress is out of your control
 - Examples



Assistance to Firefighters Grant AFG Program



● Project Description and Budget

- Should clearly explain the applicant's project objectives and its relationship to the applicant's budget and risk analysis.
- Describe various activities, including program priorities or facility modifications, ensuring consistency with project objectives, the applicant's mission and national, state, and/or local requirements.



Assistance to Firefighters Grant AFG Program



● Project Description and Budget

- Applicants should link the proposed expenses to operations and safety, as well as to the completion of the project's goals.



Assistance to Firefighters Grant

AFG Program



● Cost Benefit

- Describe how you plan to address the operations and personal safety needs of your organization, including cost effectiveness and sharing assets.
- Also include details about gaining the maximum benefits from grant funding by citing reasonable or required costs, such as specific overhead and administrative costs.



Assistance to Firefighters Grant AFG Program



● Cost Benefit

- Be consistent with your mission and identify how funding will benefit your organization and affected personnel.



Assistance to Firefighters Grant AFG Program



● Statement of Effect/Impact on Daily Operations

- Explain how this funding request will enhance an organization's overall effectiveness.
- Should address how an award will improve daily operations and reduce an organization's risk(s).



Assistance to Firefighters Grant AFG Program



● Statement of Effect/Impact on Daily Operations

- Include how frequently the requested item(s) will be used and in what capacity.
- Indicate how the requested item(s) will help the community and increase an organization's ability to save additional lives and property



Case Study:

Successfully Funded Grant for Cumberland Goodwill Fire Rescue EMS Inc.

Assistant Chief Nathan Harig, M.A., B.A., NR-P.

Assistance to Firefighters Grant AFG Program

Case Study: Successfully Funded Grant for Cumberland Goodwill Fire Rescue EMS Inc.



Grant Funds

- Enabled Cumberland Goodwill to purchase new ALS equipment
- Helped solve our biggest challenge when launching Community Paramedic program, ensuring we had adequate resources
- With the addition of the new ALS equipment, the program was not seen as subtracting from our current resources, which was important to the local municipalities we serve



Assistance to Firefighters Grant AFG Program

Case Study:
Successfully Funded
Grant for Cumberland
Goodwill Fire Rescue
EMS Inc.



Evolution of Program

- Launched in 2014 with the idea of doing in-home visits post emergency encounter with team of two paramedics
- Checklist was created to score whether a patient met high-readmission criteria
- On average, visits took place 1-2 times per month with high scoring patients



Assistance to Firefighters Grant AFG Program

Case Study:
Successfully Funded
Grant for Cumberland
Goodwill Fire Rescue
EMS Inc.



Evolution of Program

- Visits included set of vitals, site survey and ensuring follow-up appointments were completed
- Program had very positive reaction from community



Assistance to Firefighters Grant AFG Program

Case Study:
Successfully Funded
Grant for Cumberland
Goodwill Fire Rescue
EMS Inc.



Identifying Issues

- Utilizing team of two paramedics to perform visits put a strain on resources
- Opioid crisis hit our community hard, forcing us to shift resources
- Hospital's ability to refer patients to program became difficult as mergers and staffing turnover occurred



Case Study: Successfully Funded Grant for Cumberland Goodwill Fire Rescue EMS Inc.



Identifying Issues

- Rise in patients refusing transport
 - Because they weren't being treated at hospital, weren't scored for possibility of readmission
 - Patients would become repeat callers and still remain burden on EMS
- Anti-kickback concerns



Assistance to Firefighters Grant AFG Program

Case Study:
Successfully Funded
Grant for Cumberland
Goodwill Fire Rescue
EMS Inc.



Transforming the Program

- Focused on high-frequency EMS utilizers, not just hospital transports
- Hired additional officer to conduct visits with dedicated equipment
- Shifted from clinical issues to social work – many patients just needed connected to a resource



Assistance to Firefighters Grant AFG Program

Case Study: Successfully Funded Grant for Cumberland Goodwill Fire Rescue EMS Inc.



Transforming the Program

- Our crews request a visit (or our Officer goes out to a frequently dispatched address) while still with the patient
 - Hospital measurements of preventable readmissions aren't a focus in our program, but instead we've empowered our responders to be more proactive in their care.



Assistance to Firefighters Grant AFG Program

Case Study:
Successfully Funded
Grant for Cumberland
Goodwill Fire Rescue
EMS Inc.



Transforming the Program

- Impact on Opioid Crisis
 - Because of the grant funded ALS gear, we had enough equipment to address the surge in volume we experienced. This wouldn't have been the case otherwise.
 - Focused on working on warm-handoffs and linking patients with rehab resources.



Assistance to Firefighters Grant AFG Program

Case Study:
Successfully Funded
Grant for Cumberland
Goodwill Fire Rescue
EMS Inc.



Transforming the Program

- Impact on Providers
 - High frequency utilizers are a contributing factor to burnout. By having a mechanism that our providers can address this through a community health visit, we're working on improving morale and longevity at our agency.



Assistance to Firefighters Grant AFG Program

Case Study:
Successfully Funded
Grant for Cumberland
Goodwill Fire Rescue
EMS Inc.



Transforming the Program

- Impact on Resources
 - We're all hurting for resources, both financially and regarding personnel, so being able to reduce repetitive calls, have enough equipment available to meet demand changes, and improve morale was important to our agency.



Assistance to Firefighters Grant

AFG Program

Case Study: Successfully Funded Grant for Cumberland Goodwill Fire Rescue EMS Inc.



Metrics

- 2017
 - 29 encounters, 3 patients continued to utilize 911 at a high rate. Of those 3, we saw a 24-call reduction after a visit. (34 calls 90 days prior, 14 calls post-90 days)
- 2018
 - 9 encounters, only 1 patient continued to utilize 911 at a high rate, and we were able to reduce that patient's calls to 0 after a visit (6 calls 90 days prior, 0 calls post-90 days)



Assistance to Firefighters Grant AFG Program

Date Posted to Grants.gov	September 2019
Application Start Date	September 2019
Application Submission Deadline	October 2019
Application Funding Selection Date	March 2020
Anticipated Award Date	June 2020

*Tentative, based on historical tendency



For More Information



Assistance to Firefighters Grant AFG Program

For more information/details on AFG program contact Scott Ryno.



PHONE

717 - 736 - 4641



EMAIL ADDRESS

sryno@casys.com

