



Komen Virginia Blue Ridge  
2017-2018 COMMUNITY GRANTS PROGRAM  
FOR BREAST HEALTH PROGRAMS TO BE HELD  
BETWEEN APRIL 1, 2017 AND MARCH 31, 2018

IN

REGION B:

Cities of:  
Bristol  
Norton

Counties of:  
Buchanan  
Dickenson  
Lee  
Russell  
Scott  
Smyth  
Tazewell  
Washington  
Wise

**SUSAN G. KOMEN® AFFILIATE COMMUNITY GRANTS**

TO SAVES LIVES BY MEETING THE MOST CRITICAL NEEDS OF OUR COMMUNITIES AND INVESTING IN BREAKTHROUGH RESEARCH TO PREVENT AND CURE BREAST CANCER.

Susan G. Komen Virginia Blue Ridge  
4910 Valley View Blvd. Suite 212  
Roanoke, VA 24012  
[www.komenvablueridge.org](http://www.komenvablueridge.org)

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## KEY DATES

Tuesday, October 4, 2016

Grant Writing Workshop	9:30 AM –12:30 PM	New Horizons Healthcare
Grant Writing Webinar	10:00 AM –12:15 PM	
Applicant Conferences	1:30 PM – 5:00 PM	Komen Office

(By appointment in person or by phone)

Friday, December 2, 2016

5:00 PM Application Deadline

By Friday, March 31, 2017

Award Notification

April 1, 2017 - March 31, 2018

Award Period

TBA Circle of Hope Celebration

7:30 AM – 9:00 AM

Holiday Inn Valley View

(roundtable session required the night before with funded applicants)

## ABOUT SUSAN G. KOMEN VIRGINIA BLUE RIDGE

Susan G. Komen is the world's largest breast cancer organization, funding more breast cancer research than any other nonprofit while providing real-time help to those facing the disease. Komen was founded by Nancy G. Brinker, who promised her sister, Susan G. Komen, that she would end the disease that claimed Suzy's life. Komen Virginia Blue Ridge is working to better the lives of those facing breast cancer in the local community. Through events like the Komen Virginia Blue Ridge Race for the Cure®, Komen Virginia Blue Ridge has invested over \$2.1M in community breast health programs in 31 cities and counties and has helped contribute to the more than \$889 million invested globally in research.

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## Notice of Funding Opportunity and Statement of Need

Komen Virginia Blue Ridge has identified the following funding priority areas, in order of importance. Funding priorities were selected based on data from the 2015 Komen Virginia Blue Ridge Region B Community Profile Report (2015 Region B CPR). The 2015 Region B CPR can be found on our website at [www.komenvablueridge.org/grants/funding-priorities/](http://www.komenvablueridge.org/grants/funding-priorities/).

Findings from the 2015 Region B CPR reveal that men and women may not be receiving necessary screening mammograms. While the Affordable Care Act mandates that preventative care, such as screening mammograms, be covered in health insurance plans, there are many people who are still not receiving this lifesaving measure. Many who remain uninsured or underinsured continue to have difficulty obtaining coverage for diagnostic mammograms, as they are not defined as preventative care. Barriers influencing these circumstances are multi-dimensional, variable by community, and frequently include transportation problems, monetary issues, insurance complications, cultural attitudes, access to care, and lack of knowledge surrounding breast health education and the importance of early detection. Therefore, Komen Virginia Blue Ridge Region B funding priorities focus on increasing the number of high-risk and age 40+ persons receiving screening and/or diagnostic mammograms, providing breast health education to eliminate negative beliefs and attitudes surrounding breast care, developing and promoting programs that facilitate the ability to receive breast care services, ensuring that patients are directed through the entire continuum of care, and promoting breast health education and services to minority populations and underserved communities.

Bristol City and Washington County have been identified as high-priority and are the target communities chosen for providing funding opportunities because:

- These communities are unlikely to meet Healthy People 2020 (a major federal government program) objectives of reducing the breast cancer death rate and decreasing the number of late-stage diagnoses from breast cancer by 2020.
- These communities report higher breast cancer incidence and death rates as compared to Virginia and the US as a whole.
- These communities are identified as geographic areas where individuals may have the highest needs and barriers related to receiving breast cancer services (i.e. screening, diagnostic and treatment).

Priority 1. Evidence-based programs that promote the importance of early detection and increase the number of residents (especially high-risk, age 40+, and minority populations) who receive breast cancer screenings and/or diagnostic services within:

- Bristol City
- Washington County

Priority 2. Evidence-based programs that increase access to quality breast health services (especially high-risk, age 40+, and minority populations) by providing transportation to and from breast cancer services for residents of:

- Bristol City
- Washington County

Priority 3. Evidence-based programs that provide breast cancer screening and/or diagnostic services for full-time residents of the Komen Virginia Blue Ridge Region B who would otherwise be eligible for the Virginia Breast and Cervical Cancer Early

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Detection Program, also known as Every Woman's Life (EWL). Recipients of screening and diagnostic services must meet the following criteria:

- Between the ages of 40 and 64
- Family income at/below 200 percent of FPG
- Uninsured/Underinsured with no Medicaid or Medicare

Example programs include group education sessions that include follow-up to ensure women talk to their doctor about their risk or receive a screening mammogram, provision of free or low cost screening or diagnostic services or patient navigation services that navigate individuals into screening and/or to diagnosis after an abnormal screening mammogram. Education programs must use relevant, culturally competent educational materials (see guidelines on the use of Komen educational materials on page 10) to exhibit the importance of breast health literacy and screening and early detection in rural and/or minority populations as well as help eliminate negative beliefs and attitudes surrounding breast care.

Examples of successful projects funded by Komen in the past include those that:

- Increased the number of women that utilize regular breast cancer screening;
- Decreased time from referral to mammography screening;
- Reduced the number of women "lost to follow-up;"
- Reduced time from abnormal screening to diagnostic procedures;
- Reduced time from diagnostic finding to treatment;
- Increased treatment compliance; and
- Increased mammography capacity, through development of process improvements and relationship building efforts.

## **ELIGIBILITY REQUIREMENTS**

Applicants must conform to the following eligibility criteria to apply. Eligibility requirements for the applicants must be met at the time of Application submission.

- Individuals are not eligible to apply. Applications will only be accepted from a non-profit organization with 501(c)3 status (such as an educational institution, hospital or other medical facility, or a community organization) or a local/state government located in or providing services to one or more of the following locations:
  - City of Bristol, Buchanan, Dickenson, Lee, City of Norton, Russell, Scott, Smyth, Tazewell, Washington, and Wise
- Proposed projects must be specific to breast health and/or breast cancer and address the priorities identified in the Affiliate's 2015 Community Profile. If a project includes other health issues along with breast cancer, such as a breast and cervical cancer project, funding may only be requested for the breast cancer portion.
- All past and current Komen-funded grants or awards to applicant are up-to-date and in compliance with Komen requirements.
- Applicant has documentation of current tax exempt status under the Internal Revenue Service code.

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- If applicant, or any of its key employees, directors, officers or agents is convicted of fraud or a crime involving any other financial or administrative impropriety in the 12 months prior to the submission deadline for the application, then applicant is not eligible to apply for a grant until 12 months after the conviction. After such 12 month period, applicant must demonstrate in its application that appropriate remedial measures have been taken to ensure that any criminal misconduct does not recur.
  - Project Director and Grant Writer (at minimum) must attend an Affiliate grant-writing workshop or must participate in the online webinar.

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## ALLOWABLE EXPENSES

Funds may be used for the following types of expenses provided they are directly attributable to the project:

- Salaries and fringe benefits for project staff
- Consultant fees
- Clinical services or patient care costs
- Meeting costs
- Supplies
- Reasonable travel costs related to the execution of the program
- Other direct program expenses
- Equipment, not to exceed \$5,000 total, essential to the breast health-related project to be conducted
- Indirect costs, not to exceed 5 percent of direct costs

Funds may **not** be used for the following purposes:

- Research, defined as any project or program with the primary goal of gathering and analyzing data or information.
  - Specific examples include, but are not limited to, projects or programs designed to:
    - Understand the biology and/or causes of breast cancer
    - Improve existing or develop new screening or diagnostic methods
    - Identify approaches to breast cancer prevention or risk reduction
    - Improve existing or develop new treatments for breast cancer or to overcome treatment resistance, or to understand post-treatment effects
    - Investigate or validate methods
- Education regarding breast self-exams/use of breast models
- Development of educational materials or resources
- Education via mass media (e.g. television, radio, newspapers, billboards), health fairs and material distribution. These methods may be used to promote projects, but evidence-based methods such as 1-1 and group sessions should be used to educate the community and providers.
- Construction or renovation of facilities
- Political campaigns or lobbying
- General operating funds (in excess of allowable indirect costs)
- Debt reduction
- Fundraising (e.g. endowments, annual campaigns, capital campaigns, employee matching gifts, events)
- Event sponsorships
- Projects completed before the date of grant approval
- Payments/reimbursement made directly to individuals
- Land acquisition
- Project-related investments/loans
- Scholarships
- Thermography
- Equipment over \$5,000 total
- Projects or portions of projects not specifically addressing breast cancer

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## APPLICATION REQUIREMENTS

- At least 25% percent of individuals receiving direct breast health services must be never, rarely, or newly screened patients.
  - Never screened patients are over the age of 40 and have never had a mammogram.
  - Rarely screened patients are over the age of 40 and it has been 3 or more years since their last screening mammogram.
  - Newly screened patients have recently turned 40 and have not had their first mammogram.
  - If funded, grantees will be reporting the TOTAL percentage of never, rarely, and newly screened patients – grantees will NOT have to break them down by category.
- Project goals and objectives must ONLY be set for projects funded by a Komen Virginia Blue Ridge community grant. Do not set goals and objectives paid for by a different funding source.
- The Patient Care section of the application in GeMS must include calculations for proposed direct breast health services. For example, 50 clinical breast exams @ \$50 each, 100 screening mammograms @ \$100.00 each, etc. Place these calculations in the budget justification text box.
- Applicant must use Medicare reimbursement rates or less as the cost for direct breast health services. Applicant must upload corresponding documentation (such as the fee schedule) on the Project Budget Summary page in GeMS.
- If applicant covers more than one city or county in the Affiliate service area, it must breakdown the budget by each city or county along with the number of individuals to be served.

## SPECIAL TERMS

Applicant should consider the following:

- Involving partnerships with schools, colleges, faith-based groups, or other community agencies that represent cultural/minority populations.
- Demonstrating active collaboration or partnership with medical providers, community, and educational organizations to increase program service awareness, maximize funding utilization, and improve effectiveness.
- Demonstrating new and innovative methods for measuring effectiveness of educational programs and delivery of breast health services.
- Describing the relationship with Komen Virginia Blue Ridge Affiliate staff members and Ambassadors (if one is available) or describing efforts to assist Affiliate in identifying a potential Ambassador and Volunteer Breast Health Educators.



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## IMPORTANT GRANTING POLICIES

Please note these policies before submitting a proposal. These policies are non-negotiable.

- The project must occur between April 1, 2017 to March 31, 2018.
- The effective date of the grant agreement is the date on which Komen fully executes the grant agreement and shall serve as the start date of the grant. No expenses may be accrued against the grant until the contractual agreement is fully executed. *The contracting process can take up to six weeks from the date of the award notification letter.*
- Any unspent funds over \$1.00 must be returned to Komen Virginia Blue Ridge .
- Grant payments will be made in installments pending compliance with terms and conditions of grant agreement and receipt of satisfactory progress reports.
- Grantee will be required to submit a minimum of one semi-annual progress report and one final report that will include, among other things, an accounting of expenditures and a description of project achievements. Additional reports may be requested.
- At the discretion of Komen Virginia Blue Ridge, the grantee may request one no cost extension of no more than six months per grant. Requests must be made by grantee no later than 30 days prior to the end date of the project.
- Certain insurance coverage must be demonstrated through a certificate of insurance at the execution of the grant agreement, if awarded. Grantee is required at minimum to hold:
  - Commercial general liability insurance with combined limits of not less than \$1,000,000 per occurrence and \$2,000,000 in the aggregate for bodily injury, including death, and property damage;
  - Workers' compensation insurance in the amount required by the law in the state(s) in which its workers are located and employers liability insurance with limits of not less than \$1,000,000; and
  - Excess/umbrella insurance with a limit of not less than \$5,000,000.
  - In the event any transportation services are provided in connection with program, \$1,000,000 combined single limit of automobile liability coverage will be required.
  - If any medical services (other than referrals) are provided or facilitated, medical malpractice coverage with combined limits of not less than \$1,000,000 per occurrence and \$3,000,000 in the aggregate will be required.
  - Grantees are also required to provide Komen Virginia Blue Ridge with a Certificate of Insurance with Susan G. Komen Breast Cancer Foundation, Inc., Susan G. Komen Virginia Blue Ridge , its officers, employees and agents named as Additional Insured on the above policies solely with respect to the Project and any additional policies and riders entered into by Grantee in connection with the Project.
- Grantee (Project Director) is required to attend the Circle of Hope Breakfast and the roundtable session held the evening before the event.
- Grantee is required to provide one Volunteer Breast Health Educator to help staff the / *am Komen* booth at the Race for the Cure.

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## EDUCATIONAL MATERIALS AND MESSAGES

Susan G. Komen is a source of information about breast health and breast cancer for people all over the world. To reduce confusion and reinforce learning, we only fund projects that use educational messages and materials that are consistent with Komen messages, including our breast self-awareness messages -- know your risk, get screened, know what is normal for you and make healthy lifestyle choices. The consistent and repeated use of the same messages can reduce confusion, improve retention and lead to the adoption of actions we believe are important for quality breast care. Please visit the following webpage before completing your application and be sure that your organization can agree to promote these messages:

<http://ww5.komen.org/BreastCancer/BreastSelfAwareness.html>.

*Breast Self-Exam- must not be taught or endorsed*

According to studies, teaching breast self-exam (BSE) has not been shown to be effective at reducing mortality from breast cancer and therefore **Komen will not fund education projects that teach or endorse the use of monthly breast self-exams or use breast models**. As an evidence-based organization, we do not promote activities that are not supported by scientific evidence or that pose a threat to Komen's credibility as a reliable source of information on the topic of breast cancer.

*Creation and Distribution of Educational Materials and Resources*

Komen Affiliate Grantees are encouraged to use Komen-developed educational resources, including messages, materials, toolkits or online content during their grant period. This is to ensure that all breast cancer messaging associated with the Komen name or brand are current, safe, accurate, consistent and based on evidence and to avoid expense associated with the duplication of existing educational resources. Komen Grantees can purchase Komen educational materials at the Affiliate preferred price. If a grantee intends to use other supplemental materials, they should be consistent with Komen messages.

Komen grantees are eligible to receive preferred pricing for Komen educational materials. Komen materials should be used and displayed whenever possible. To view our educational materials, visit [www.shopkomen.com](http://www.shopkomen.com).

*Use of Komen's Breast Cancer Education Toolkits for Black and African-American Communities and Hispanic/Latino Communities and Other Resources*

Komen has developed Breast Cancer Education Toolkits for Black and African-American communities and Hispanic/Latino communities. They are designed for educators and organizations to use to meet the needs of these communities. The Hispanic/Latino Toolkit is available in both English and Spanish. To access the Toolkits, please visit <http://komentoolkits.org/>. Komen has additional educational resources, including on [komen.org](http://komen.org), that may be used in community outreach and education projects. Check with Komen Virginia Blue Ridge for resources that may be used in programming.

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## REVIEW PROCESS

Each grant application will be reviewed by at least three independent reviewers. They will consider each of the following selection criteria:

**Impact 20%:** Will the project have a substantial positive impact on increasing the percentage of people who enter, stay in, or progress through the continuum of care? Will the project have a substantial impact on the need described in the funding priority selected? Is the impact likely to be long-term?

**Statement of Need 20%:** Does the project address at least one of the funding priorities stated in the RFA and the Affiliate's 2015 Community Profile? Does the project provide services to one or more of the target communities described in the Affiliate's 2015 Community Profile?

**Project Design 20%:** Do the goal and objectives described in the Project Work Plan align with the project description and activities? Is it clear what, specifically, is being done through this project? Is the project designed to meet the needs of specific communities including the cultural and societal beliefs, values, and priorities of each community? Is the project evidence-based? Is the budget appropriate and realistic? Does the budget justification explain in detail the reasoning and need for the costs associated with the project? If the proposed project includes collaboration with other organizations, are the roles of the partners appropriate, relevant and clearly defined? How likely is it that the objectives and activities will be achieved within the scope of the funded project?

**Organization Capacity 20%:** Does the applicant organization, Project Director and his/her team have the expertise to effectively implement all aspects of the project? Is there evidence of success in delivering services to the target population? Is the organization fiscally capable of managing the grant project, including having appropriate financial controls in place? Does the applicant organization have the equipment, resources, tools, space, etc., to implement all aspects of the project? Does the organization or staff have appropriate licenses, certifications, accreditations, etc. to deliver the proposed services? Does the organization have a plan to obtain the resources (financial, personnel, partnerships, etc.) needed to sustain the project beyond the grant term (if awarded)? Are collaborations (if proposed) likely to be sustained beyond the grant term?

**Monitoring and Evaluation 20%:** Is there a documented plan to measure progress against the stated project goal and objectives, and the resulting outputs and outcomes? Is there sufficient monitoring and evaluation (M&E) expertise for the project? Are there sufficient resources in place for M&E efforts?

The grant application process is competitive, regardless of whether or not an organization has received a grant in the past. Funding in subsequent years is never guaranteed.

**Applicant Support:** Questions should be directed to:

Pam Adams, Mission Manager  
540-400-8222, Option 3  
[padams@komenvablueridge.org](mailto:padams@komenvablueridge.org)

Catherine Turner Warren, Executive Director  
540-400-8222, Option 1  
[cturner@komenvablueridge.org](mailto:cturner@komenvablueridge.org)

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**NOTICE:** This solicitation for proposals does not commit the Komen Virginia Blue Ridge to award a grant. The grant application process is competitive and the Affiliate reserves the right to accept or reject any proposals that are submitted and to negotiate with all qualified applicants. While previous grant recipients are encouraged to apply, no preference for funding is given to previous grantees; therefore, funding in subsequent years is never guaranteed. All applicants are evaluated using the same criteria.

## **SUBMISSION REQUIREMENTS**

All proposals must be submitted online through the Komen Grants e-Management System (GeMS): <https://affiliategrants.komen.org>.

Applications must be received on or before Friday, December 2, 2016 at 5:00 PM . No late submissions will be accepted.

## **APPLICATION INSTRUCTIONS**

The application will be completed and submitted via the Komen Grants e-Management System (GeMS), <https://affiliategrants.komen.org>. The required sections/pages in GeMS are listed in ALL CAPS and described below. For an application instruction manual, please contact Pam Adams by phone (540-400-8222, Option 3) or by email ([padams@komenvablueridge.org](mailto:padams@komenvablueridge.org)). When initiating an application on GeMS, please make sure it is a **Community Grants** application, designated “CG”, and not a Small Grants (“SG”) application to apply to this RFA.

## **PROJECT PROFILE**

This section collects basic organization and project information, including the title of the project, contact information and partner organizations.

Attachments for the Project Profile page (if applicable):

- **Letters of support or memoranda of understanding from proposed collaborators–**  
To describe the nature of the collaboration and the services/expertise/personnel to be provided through the collaboration.

## **ORGANIZATION SUMMARY**

This section collects detailed information regarding your organization’s history, mission, programs, staff/volunteers, budget, and social media.

## **PROJECT PRIORITIES AND ABSTRACT (limit – 1,000 characters)**

This section collects important information about the priorities to be addressed and a summary of the project (abstract). This abstract should include the target communities to be served, the need to be addressed, a description of activities, the expected number of individuals served and the expected change your project will likely bring in your community. The abstract is typically used by the Affiliate in public communications about funded projects.

## **PROJECT NARRATIVE**

This section is the core piece of the application. On the Project Narrative page of the application on GeMS, please address the requests below for each section.

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### **Statement of Need (limit- 5,000 characters)**

- Describe evidence of the risk/need within the identified population, using the RFA funding priorities and the 2015 Community Profile as a guide.
- Describe the characteristics (race, ethnicity, economic status, and breast cancer statistics) specific to the target population to be served with Komen funding.
- Describe how this project aligns with Komen Virginia Blue Ridge target communities and/or RFA funding priorities.

### **Project Design (limit- 5,000 characters)**

- Explain the proposed project's overall goal and objectives, as outlined in your Project Work Plan, and what specifically will be accomplished using Komen funding.
- Explain how the proposed project's goal and objectives align with the stated priorities in the Affiliate's 2015 Community Profile.
- Describe in detail what will be done and how the project will increase the percentage of people who enter, stay in, or progress through the continuum of care.
- Explain how the project is designed to meet the needs of specific communities including the cultural and societal beliefs, values, and priorities of each community.
- Explain if and how the project is evidence-based and/or uses promising practices (please cite references). To see Community Preventative Services Task Force recommendations, visit <http://www.thecommunityguide.org/cancer/screening/client-oriented/index.html>. Include citations (in the narrative) and references (at the end of the narrative or uploaded in a document on the Project Budget Summary page).
  - Citation format: "Canadians can celebrate that smoking rates have dropped dramatically in Canada in the past three decades" (Reutter, 2001, p. 13).
  - Reference format: Canadian Lung Association. (2008). How to quit. Retrieved May 26, 2008, <http://www.lung.ca/protect-/tobacco-tabagisme/quitting-esser/how-commente.php>.
- Describe project collaboration and the roles and responsibilities of all organizations or entities participating in the project, and explain how the collaboration strengthens the project and why partnering organizations are best suited to assist in carrying out the project and accomplishing the goal and objectives set forth in this application.

### **Organization Capacity (limit- 5,000 characters)**

- Explain why the applicant organization, Project Director and staff are best-suited to lead the project and accomplish the goal and objectives set forth in this application. Please include appropriate organization or staff licenses, certifications and/or accreditations.
- Describe evidence of success in delivering breast health/cancer services to the proposed population. If the breast health/cancer program is newly proposed, describe relevant success with other programs.
- Describe the equipment, resources, tools, space, etc., that the applicant organization possesses or will utilize to implement all aspects of the project.
- Describe fiscal capability to manage the delivery of the proposed goal and objectives and ensure adequate measures for internal control of grant dollars.
- Describe the organization's current financial state. How has your organizational budget changed over the last three years? Please explain increase or decrease.
- Describe the plan to secure and allocate resources (financial, personnel, partnerships, etc.) to sustain the project at the conclusion of the grant period.

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## **Monitoring and Evaluation (limit- 5,000 characters)**

Grantees will be required to report on the following outputs and outcomes in the progress and final reports: successes and accomplishments, challenges, lessons learned, promising practice example, a compelling story from an individual that was served with Komen funding and number of individuals served through Komen funding for each objective (county, race and ethnicity, age and population group). Grantees will also be required to report the percentage of individuals who are considered never, rarely, or newly screened patients.

Applicants should include any templates, logic models or surveys to support the Monitoring and Evaluation narrative by adding attachments to the Project Work Plan page.

The Monitoring and Evaluation narrative must address the following items:

- Describe in detail how the organization(s) will measure progress against the stated project goal and objectives.
- Describe how the organization(s) will assess how the project had an effect on the selected priority.
- Describe how the organization(s) will assess project delivery. Describe the monitoring and evaluation (M&E) expertise that will be available for this purpose.
- Describe the resources available for M&E during the course of the project. Specify if these resources are requested as part of this grant, or if they are existing organizational resources.

## **PROJECT TARGET DEMOGRAPHICS**

This section collects information regarding the various groups you intend to target with your project. This does not include every demographic group your project will serve but should be based on the groups on which you plan to focus your project's attention.

## **PROJECT WORK PLAN**

In the Project Work Plan component of the application on GeMS, you will be required to submit a single goal and corresponding objectives:

- **The Goal** should be a high level statement that provides overall context for what the project is trying to achieve.
- **Objectives** are specific statements that describe how the project will meet the goal. An objective should be evaluated at the end of the project to establish if it was met or not met.

The project goal must have at least one objective; there is no limit to the number of objectives. Please ensure that all objectives are SMART objectives:

**S**pecific  
**M**easurable  
**A**ttainable  
**R**ealistic  
**T**ime-bound

A guide to crafting SMART objectives can be located in Appendix A or at the following:

<http://ww5.komen.org/WritingSMARTObjectives.html>.



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You will also be required to submit the timeline, the anticipated number of individuals to be served, and the evaluation method you will utilize for each objective.

Write your Project Work Plan with the understanding that each item must be accounted for during progress reporting. **The Project Work Plan should include a single goal that will be accomplished with funds requested from Komen Virginia Blue Ridge.** Objectives that will be funded by other means should **not** be reported here, but instead, can be included in your overall program description.

**Example Work Plan** (For additional examples and a SMART objective checklist, please refer to Appendix A.)

**GOAL:** Provide patient navigation to women with screening abnormalities in order to reduce delays in and barriers to diagnostic care.

**OBJECTIVE 1:** By February 12, 2018, the patient navigator will have contacted 100 percent of all women with an abnormal screening result within three business days to schedule a follow-up appointment.

**OBJECTIVE 2:** By March 31, 2018, the project will provide 30 uninsured/underinsured women free/reduced cost diagnostic procedures within 30 days of an abnormal screening.

Attachments to support the Project Work Plan page may include, but are not limited to:

- **Forms, surveys, and logic models** that will be used to assess the progress and/or the effectiveness of these objectives.

## **BUDGET SECTION**

For each line item in the budget, **provide a calculation and a brief justification** explaining how the funds will be used and why they are necessary to achieve proposed objectives. A description of each budget category follows:

## **KEY PERSONNEL/SALARIES**

This section collects information regarding the personnel that will be needed to complete the project. Any individual playing a key role in the project should be included in this section. This section should also include information for any employee's salary for which your project is requesting funds, if applicable.

### **Attachments Needed for Key Personnel/Salaries Section:**

- **Resume/Job Description** – For key personnel that are currently employed by the applicant organization, provide a resume or *curriculum vitae* that includes education level achieved and licenses/certifications obtained. For new or vacant positions, provide a job description (*Two-page limit per individual*).

## **CONSULTANTS/ SUB-CONTRACTS**

This section should be completed if your project requires a third party to help with a piece of the project. Consultants are persons or organizations that offer specific expertise not provided by staff and are usually paid by the hour or day. Subcontractors have substantive involvement with a specific portion of the project, often providing services not provided by your organization.

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Direct Patient Care services, even in subcontracted, should not be included in this section; those funds should be included in the Patient Care budget section.

## **PATIENT CARE**

This section should include all funds requested for providing a direct service for a patient. This should be the cost you will need to provide the services mentioned in the goal and objectives of the application. Explain how funds used for transportation will be distributed and monitored, if applicable. Navigation or referral programs should not include the program costs in this section.

## **SUPPLIES**

This section should include office supplies, education supplies, and any other type of supplies your organization will need to complete the project.

Note: Komen grant funds may not be used for the development of educational materials or resources. If awarded project funds, grantees must use/distribute only Komen-developed or Komen-approved educational resources. Komen grantees are eligible to receive preferred pricing for Komen educational materials. Komen materials should be used and displayed whenever possible. To view our educational materials, visit [www.shopkomen.com](http://www.shopkomen.com).

## **TRAVEL**

This section should be completed if you are requesting funds for any type of travel including conference travel, registration fees and mileage reimbursement by organization staff or volunteers related to project activity. (This section is NOT for transportation assistance for patients/clients – this expense should be recorded on the “Patient Care” page.)

## **OTHER**

This section should include any allowable expenses that do not fit the other budget categories. This section should only be used if the item cannot be included on any of the other various budget sections.

## **INDIRECT**

This section collects the allowable indirect cost which is requested as a percentage of direct costs.

## **PROJECT BUDGET SUMMARY**

This section includes a summary of the total project budget. Other sources of funding must also be entered on this page.

### **Attachments Needed for the Project Budget Summary Section:**

- **Proof of Tax Exempt Status** – To document your **federal tax-exempt status**, attach your determination letter from the Internal Revenue Service. Evidence of state or local exemption will not be accepted. Please do not attach your Federal tax return. To request verification of your organization’s tax-determination status, visit the following page on the IRS Web site:

<http://www.irs.gov/Charities-&-Non-Profits/EO-Operational-Requirements:-Obtaining-Copies-of-Exemption-Determination-Letter-from-IRS>



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- **Taxpayer Identification Number** – To provide your taxpayer identification number, attach your W-9 for the 2017 fiscal year.
  - **Proof of Insurance** – To provide proof of required insurance coverage, attach your Certificate of Liability Insurance for the current year. Komen Virginia Blue Ridge must be added as Additional Insureds' using the following verbiage.  
Re: Nature of the grant provided  
The Susan G. Komen Breast Cancer Foundation, Inc. and The Greater Roanoke Valley Area Affiliate of the Susan G. Komen Breast Cancer Foundation, Inc. it's officers and employees are included as Additional Insureds' on the General Liability, Auto Liability (if applicable) and Umbrella Liability policies.

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## APPENDIX A: WRITING SMART OBJECTIVES

Project planning includes developing project goals and objectives. **Goals** are high level statements that provide overall context for what the project is trying to achieve. **Objectives** are specific statements that describe what the project is trying to achieve and how they will be achieved. Objectives are more immediate than goals and represent milestones that your project needs to achieve in order to accomplish its goal by a specific time period. Objectives are the basis for monitoring implementation of strategies and/or activities and progress toward achieving the project goal. Objectives also help set targets for accountability and are a source for project evaluation questions.

### Writing SMART Objectives

To use an objective to monitor progress towards a project goal, the objective must be **SMART**.

A **SMART** objective is:

- **Specific:**
  - ✓ Objectives should provide the “who” and “what” of project activities.
  - ✓ Use only one action verb since objectives with more than one verb imply that more than one activity or behavior is being measured.
  - ✓ Avoid verbs that may have vague meanings to describe intended output/outcomes (e.g., “understand” or “know”) since it may prove difficult to measure them. Instead, use verbs that document action (e.g., identify 3 of the 4 Komen breast self –awareness messages).
  - ✓ The greater the specificity, the greater the measurability.
- **Measurable:**
  - ✓ The focus is on “how much” change is expected. Objectives should quantify the amount of change expected.
  - ✓ The objective provides a reference point from which a change in the target population can clearly be measured.
- **Attainable:**
  - ✓ Objectives should be achievable within a given time frame and with available project resources.
- **Realistic:**
  - ✓ Objectives are most useful when they accurately address the scope of the problem and projectmatic steps that can be implemented within a specific time frame.
  - ✓ Objectives that do not directly relate to the project goal will not help achieve the goal.
- **Time-bound:**
  - ✓ Objectives should provide a time frame indicating when the objective will be measured or time by which the objective will be met.
  - ✓ Including a time frame in the objectives helps in planning and evaluating the project.

### SMART Objective Examples

**Non-SMART objective 1:** Women in Green County will be provided educational sessions.

*This objective is not SMART because it is not specific, measurable, or time-bound. It can be made SMART by specifically indicating who is responsible for providing the educational sessions, how many people will be reached, how many sessions will be conducted, what type of educational sessions conducted, who the women are and by when the educational sessions will be conducted.*

**SMART objective 1:** By September 2017, Pink Organization will conduct 10 group breast cancer education sessions reaching at least 200 Black/African American women in Green County.

**Non-SMART objective 2:** By March 30, 2018, reduce the time between abnormal screening mammogram and diagnostic end-result for women in the counties of Jackson, Morse and Smith in North Dakota.

*This objective is not SMART because it is not specific or measurable. It can be made SMART by specifically indicating who will do the activity and by how much the time will be reduced.*

**SMART objective 2:** By March 30, 2018, Northern Region Hospital breast cancer patient navigators will reduce the average time from abnormal screening mammogram to diagnostic conclusion from 65 days to 30 days for women in the counties of Jackson, Morse and Smith in North Dakota.

**SMART Objective Checklist**

Criteria to assess objectives	Yes	No
<b>1. Is the objective SMART?</b>		
<ul style="list-style-type: none"> <li><b>Specific:</b> Who? (target population and persons doing the activity) and What? (action/activity)</li> </ul>		
<ul style="list-style-type: none"> <li><b>Measurable:</b> How much change is expected?</li> </ul>		
<ul style="list-style-type: none"> <li><b>Achievable:</b> Can be realistically accomplished given current resources and constraints</li> </ul>		
<ul style="list-style-type: none"> <li><b>Realistic:</b> Addresses the scope of the project and proposes reasonable projectmatic steps</li> </ul>		
<ul style="list-style-type: none"> <li><b>Time-bound:</b> Provides a time frame indicating when the objective will be met</li> </ul>		
<b>2. Does it relate to a single result?</b>		
<b>3. Is it clearly written?</b>		

Source: Department of Health and Human Services- Centers for Disease Control and Prevention. January 2009. Evaluation Briefs: Writing SMART Objectives. <http://www.cdc.gov/healthyyouth/evaluation/pdf/brief3b.pdf>