

# Department of Mental Health and Substance Abuse Services



# MHSAS - Crisis Continuum Enhancement

- To address increased behavioral health needs exacerbated by the COVID-19 pandemic, this proposal will **increase access to Tennessee's crisis continuum, specifically crisis walk-in triage and crisis stabilization services**. Through the TDMHSAS provider network, funds will be used to support additional infrastructure and operations that directly responds to pandemic-related mental health and substance abuse issues. This proposal will create **three (3) new Crisis Walk-In/Crisis Stabilization Units** which will serve approximately **12,750 Tennesseans from Montgomery County, Obion County, Maury County, and contiguous counties annually**.

- Total Cost: \$34,939,716**

*Infrastructure Development (FY22):*  
\$5,000,000 (x3): \$15,000,000

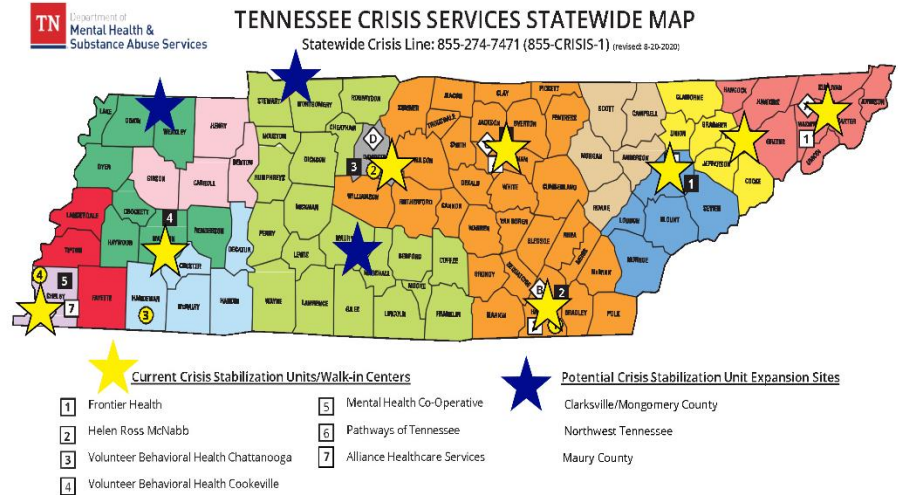
*Equipment/Supplies (FY22):*  
\$500,000 (x3): \$1,500,000

*Operating Costs (FY23 and FY24)\*\*:*  
\$3,073,286 annually (x3): \$9,219,858 annually  
\$18,439,716 for two years

*\*\*\*Will potentially require local match*

- Length of Project:** Three (3) Years (i.e., FY 22, FY23, and FY24)

- Temporary # of Employees:** Zero (0) TDMHSAS Employees. TDMHSAS will partner with CMHCs.



## MHSAS - Crisis Continuum Enhancement

- The requested funds will support the creation of **three (3) new crisis walk-in centers/crisis stabilization units.**
- The funds will support the **infrastructure to create these facilities**, with initial funding provided to support necessary **medical and clinical staff** (e.g., *nurse practitioners, therapists/counselors, peer support specialists, security, etc.*) as well as necessary **equipment and supplies.**
- Operational costs beyond ARP funding will be supported by **reimbursement from TDMHSAS, TennCare, other payor sources, and a likely local match.**
- This proposal further ensures **easy access to evidence-based care in areas of the state where options are limited.**
- This proposal will **decrease overutilization of higher levels of care (i.e., hospitalization), the need for law enforcement transport, emergency department boarding,** and most importantly, this proposal **will save lives.**
- Average **diversion rate** for mobile crisis providers **with CSU/WIC** resources is **63.9%**
- TDMHSAS work with F&A to determine local match amount.

# MHSAS - Tennessee Public Behavioral Health Workforce Innovation Initiative

- The **Tennessee Public Behavioral Health Workforce Innovation Initiative** will improve **employment outcomes for those interested or presently working in the public behavioral health sector**. Recognizing that behavioral health issues have been exacerbated by the COVID-19 pandemic, maintaining a **steady and resilient workforce** is more critical than ever. This program will strengthen the career pipeline into the public behavioral health sector and will also assist in retaining qualified and competent professionals who serve one of Tennessee's most vulnerable populations. It is anticipated **between 3,900 to 6,600 public behavioral health professionals** will be supported through this initiative.

- **Total Cost: \$30,000,000**

**Public Behavioral Health Internship Portal** (Annual)

Internship Stipends: \$800,000

Contracted Web Developer: \$150,000

Outreach to Academia: \$25,000

Outreach to Public Behavioral Health Settings: \$25,000

**Total: \$1,000,000 annually/\$3,000,000 total**

**Public Behavioral Health Scholarship Program** (Annual)

College Stipends: \$2,500,000

Clinical Supervision Hours: \$1,000,000

Certifications: \$500,000

**Total: \$4,000,000 annually/\$12,000,000 total**

**Public Behavioral Health Sign-On Bonus Program** (Annual)

Sign-On Bonuses: \$5,000,000

**Total: \$5,000,000 annually/\$15,000,000 total**

- **Length of Project:** Three (3) Years (i.e., FY 22, FY23, and FY24)
- **Temporary # of Employees:** Zero (0) TDMHSAS Employees. TDMHSAS will partner with TAMHO and TAADAS.



# MHSAS - Tennessee Public Behavioral Health Workforce Innovation Initiative

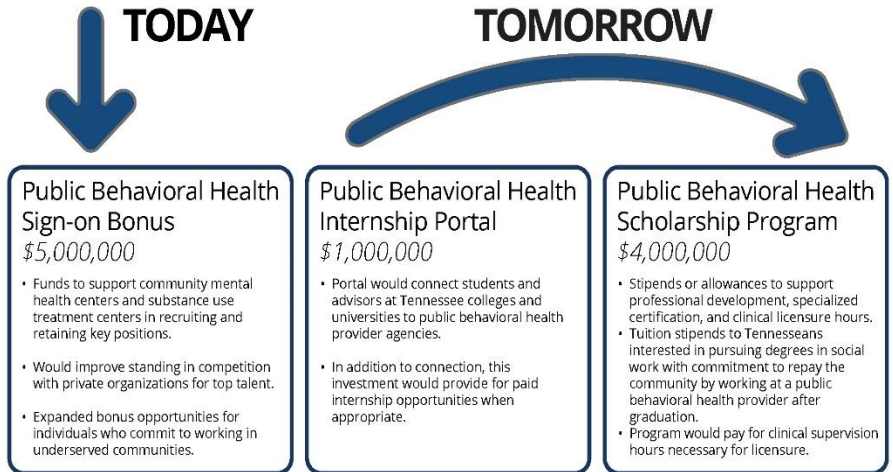
- As highlighted in a 2019 study conducted by Middle Tennessee State University's Business and Economic Research Center, it is estimated **"an additional 17,000 mental health professionals across 20 occupations are needed in order to eliminate the provider shortage in Tennessee"**.
- Proposal will address numerous challenges** universally accepted as barriers to maintaining the public behavioral health workforce.
- Barriers include **credentialing and licensure, inadequate pre-service education** (e.g., lack of internship opportunities with community behavioral health providers), **geographic challenges**, and public behavioral health **provider competition with for-profit entities**.
- The targeted population benefitting from this solution are Tennesseans living with mental health and substance use disorders, namely those who are **uninsured or covered by TennCare/Medicaid**. This solution will also benefit the provider network who serves the aforementioned population.
- This Innovation Initiative will directly impact each of the state's 95 counties, by providing resources for prospective and current public behavioral health professionals to **advance their education, licensure status, and skill sets with a commitment to remain in the public behavioral health arena**.

## TODAY TOMORROW TO MEET THE NEED



Investing in Tennessee's Public Behavioral Health Workforce

The events of the last year have refocused our state and our nation on the importance of all aspects of health. Based on an anticipated greater need for mental health and substance use services and workforce challenges that existed prior to the pandemic, it is imperative that we make critical investments to grow the public behavioral health workforce in Tennessee **today, tomorrow, to meet the need**.



# MHSAS - Project Rural Recovery – Integrated Mobile Health

- This proposal will **expand Project Rural Recovery** which provides **mobile integrated primary care, behavioral healthcare, and substance use services**. Counties served are rural and whose residents experience poor health outcomes and have limited access to regular care. It is anticipated **2k Tennesseans will be served annually** by the **two (2) additional mobile clinics**.

- **Total Cost:** \$6,300,000

Expenses	Year 1	Year 2	Year 3
Mobile Health Unit (2)	\$ 700,000	\$ -	\$ -
Salaries, Benefits	\$ 1,250,000	\$ 1,300,000	\$ 1,400,000
Supplies/travel/insurance/other	\$ 260,000	\$ 260,000	\$ 260,000
Indirect	\$ 290,000	\$ 290,000	\$ 290,000
<b>Total</b>	<b>\$ 2,500,000</b>	<b>\$ 1,850,000</b>	<b>\$ 1,950,000</b>

- **Length of Project:** Three (3) Years (i.e., FY 22, FY23, and FY24)
- **Temporary # of Employees:** Zero (0) TDMHSAS Employees.



*Buffalo Valley PRR Mobile Clinic*

# MHSAS - Project Rural Recovery – Integrated Mobile Health

- This funding would allow the expansion of the project to include **two (2) additional units** serving **five (5) counties in West Tennessee** and **five (5) counties in East Tennessee** increasing the scope of the overall project to 20 counties. **Counties to be served include Lauderdale, Crockett, Haywood, Fayette, Hardeman, Morgan, Fentress, Scott, Campbell, and Union.**
- By removing access-related challenges, this mobile, integrated model of care will improve health outcomes for **up to ten patients per day** per mobile health clinic in those counties with poor health outcomes and limited access to regular care.



McNabb Center PRR Mobile Clinic

## Project Rural Recovery Goals

- Provide integrated primary care, mental health, and substance use services.
- Provide preventative health screening and testing for TB, Hepatitis, and HIV.
- Refer and link clients to needed services such as utility assistance, housing assistance, smoking cessation, and substance use disorder treatment.
- Decrease the number of individuals seeking care at emergency departments in the counties served.
- Provide nutrition and/or exercise interventions.
- Assist clients with improving blood pressure, body mass index, waist circumference, and diabetes management.

# Department of Tourist Development





# Top 10 Reasons to Invest in Tennessee Tourism

1. From 2010 to 2019, visitor spending **grew by 75%**, the **third highest growth in the US**
2. In 2019 alone, visitor spending increased by nearly 6%, almost double the national average
3. From 2017 to 2019, **Tennessee was a top 3 fastest growing international market in the US**, led by Nashville and Memphis
4. From March to December 2020, **state tax revenues declined by \$303M** in leisure, tourism and hospitality categories
5. Travel generated tax revenue impacts Tennessee household's state & local tax burdens; in **2020 the average tax savings declined to \$550 from \$748 in 2019**
6. In 2020, **44% of net jobs lost** were in the leisure and hospitality industry
7. Despite the pandemic, **Tennessee's strong outdoor assets gave it an edge against other states**, causing Tennessee's market share of US visitor spending to increase from to 2.1% to 2.5% (almost 20% gain).
8. The new Office of Rural Tourism is dedicated to enhancing local assets to increase tourism commerce and economic impact in all 95 counties, using music as a mobile asset – a brand differentiator for TN
9. The state must support the private sector investment already happening in the tourism industry: more than **\$12B in recent and upcoming capital investment** in the top 6 tourism counties alone (2018-2023)
10. With Tennessee's tourism and hospitality assets, the state must remain competitive with other states' ARP funding with this **\$105M** request (2 projects).



Current known ARP commitments:

Alaska (47<sup>th</sup> ranked state travel spending), \$150M

Arizona (17<sup>th</sup> ranked state travel spending), \$101M

Louisiana (26<sup>th</sup> ranked state travel spending), \$145M

# Tennessee Tourism ARP Marketing Fund Request

- The goal of this proposal is to increase marketing and promotion of the Tennessee tourism brand in existing target markets domestically and internationally, expand into new markets and support the development of programs in all 95 counties thereby growing tax revenues.
- \$50,000,000
- Four Years
- Potential Interns for: Education, Marketing, Research, Outdoor Recreation and Rural Development

## Building upon TDTD past success

- Tennessee has a history of building campaigns and activations that **garner PR exposure resulting in 20B earned media impressions and \$31M in earned media** value over past six years.
- In 2019, our campaigns drove a **57.9% arrival lift from our target markets** proving that our marketing efforts drive incremental travel to the state (Arrivalist).
- For the Love of Tennessee , Travel Safe campaign and other CARES initiatives drove **a 19% increase in market share – highest on record.**

# Tennessee Tourism ARP Marketing Fund Request Continued

## Marketing & Promotion

- Increase promotional efforts in domestic & international markets
- Develop media campaigns and activations that break through the competitive landscape
- Keep top of mind amongst TN residents with in-state marketing to support overnight trips
- Assist in the development of new assets to support the entire state, including outdoor recreation such as BDSL and downtown urban core hospitality projects

## Increase Domestic Travel

- Maximize reach in current markets with more advertising to increase frequency of message
- Develop activations in new markets breaking through the competitive clutter such as Detroit, Wash D.C., Raleigh-Durham, Orlando, New Orleans
- Test new markets such as: New York, LA, Denver, Houston, etc.
- Promote new programs in outdoor recreation in-state and nearby drive markets to increase visitation in rural areas

## International Travel

- Leverage activations and increase in-market representation to generate earned media and build consumer demand
- Expand media campaign to Canada, UK, EU, Australia and Japan targeting those showing intent to travel behaviors
- BNA undergoing a \$1.4B expansion to serve as an international hub for 23M more passengers by 2023

# Tourism & Hospitality Recovery Fund

- To provide \$50M in grants over four years to Destination Marketing Organizations in all 95 counties for tourism marketing, and development restoring demand and increasing tax revenue and jobs in the tourism and hospitality industries. Additionally, \$5M to municipalities for tourism infrastructure and destination projects. Destination development programs are essential in our rural counties.
- \$55,000,000
- Four Years

## Why

- The pandemic is the single largest crisis to hit the leisure & hospitality industry, representing \$303 million in lost state sales tax revenue March-Dec 2020
- Challenges most acute in big cities with loss of large events, conventions, music and business travel
- To serve the entire state as well as hospitality and tourism businesses and employees by offsetting budget losses and supporting projects through marketing and development to generate revenue.

## The Grant

- 100% reimbursable
- Allocation calculated by tourism expenditures by US Travel
- Applications accepted Jan. 2022 – 2025
- Project eligibility requirements
- Must be incremental to current local tourism budget
- Required training
- Strategic planning around existing assets and destination development for rural counties
- Post reporting requirements

# Department of Labor and Workforce Development



# Labor - Unemployment Trust Fund

- The funding will restore the Unemployment Trust Fund to its January 27, 2020, pre-pandemic level balance \$1.273 billion
- Based on Treasury's Guidance, it is estimated that \$210 million would be allowable to restore the Trust Fund to its pre-pandemic balance. The estimate is based on the Boyd Center's March 2022 projected balance of \$1.063 billion
- The Trust Fund is projected to remain over \$1 billion for the two-year period; however, this request would provide additional solvency to guard against future recessionary periods and restore employer investments lost during the pandemic.

# Modernization of Unemployment Systems

- Funds would be utilized for the development/implementation costs for the Unemployment Tax and Benefits systems.
- Estimated Costs to be \$60 million.
  - This request would replace the state funds previously appropriated in Fiscal 2021 of \$41 million for this same initiative.
  - Cost increase is due to higher demand for unemployment systems, new federal programs, scalability, fraud prevention, and customization for state laws.
- Currently working through the procurement process to select a vendor and then finalize contract/costs.



# OFFICE OF EVIDENCE AND IMPACT



# EDA: Opioid Resurgence

- **Objective:** Vendor development of a statewide opioid dashboard utilizing automated data sharing from multiple departments that provides the state with better analysis of the issue and efforts to address it at the regional and local levels.
- \$1,000,000
- One year
- 0 new state employees

# EDA: Opioid Resurgence

- As well-documented in the media ([Tennessean](#); [NYT](#)), there has been both a national and local increase in opioid-related deaths during the pandemic.
- A coordinated effort across multiple state agencies (including TDH, TennCare, and TDMHSAS) to share and analyze data can result in better, more granular information that drives response efforts at the state, region, and local levels.
- We have seen other states lead these collaborative efforts and they have produced tangible results and policy changes that have saved lives (see [Indiana](#), [Ohio](#), and [Minnesota](#) as examples).

# Accelerating Program Inventory

- **Objective:** Vendor implementation of the state's program inventory process with the remainder of cabinet-level executive branch agencies.
- \$2,000,000
- Two years
- 0 new state employees

# Accelerating Program Inventory

- The Office of Evidence and Impact began work before the pandemic arrived to support each executive branch state department to inventory the programs that comprise their base budgets and determine the level of rigorous evidence associated with each program.
- It is more important than ever, in these challenging times, to know that the programs the state is investing in are producing the best outcomes for Tennesseans, as we seek to alleviate the impact of the pandemic on Tennessee's citizens.

# Tennessee Research Partnership

- Objective: To establish research partnership(s) to leverage Tennessee's experts in workforce development, health, education, criminal justice, and economics research to study the effect of the COVID-19 pandemic on key state policies and programs outcomes.
- Cost: \$1.5 million
- Length: 3 years

# Benefits of structured research partnership

- Tennessee state data systems are largely siloed and robust analytics and evidence are not widely available to policymakers, program officials, or agency leadership.
- Tennessee universities are staffed with national experts who have the technical skills and content knowledge to create robust models of how Tennesseans have been impacted by the COVID-19 pandemic, in order to highlight where we have seen pockets of success as well as opportunities for improvement, and why.
- OEI is uniquely positioned to lead this work and reimagine how data is used to inform policies and programs, bring together experts across multiple fields, prioritize data privacy and security, and bridge research and practice.



## TNECD SSBCI 2.0 CONTACT INFORMATION

[TN.GOV/ECD/SMALL-BUSINESS/SSBCI](https://www.tn.gov/economic-development/small-business/ssbci)

615.741.1888 | [ECD.SSBCI2.0@TN.GOV](mailto:ECD.SSBCI2.0@TN.GOV)

# Tennessee State Small Business Credit Initiative (SSBCI) 2.0 | Allocations

Support and expand an inclusive continuum of access to capital for small businesses and entrepreneurs throughout Tennessee

The American Rescue Plan Act (ARPA) reauthorizes and amends the [Small Business Jobs Act of 2010](#) which established the State Small Business Credit Initiative ([SSBCI 1.0](#)).

For [SSBCI 2.0](#), the [U.S. Department of Treasury](#) (Treasury) was allocated \$10 billion to provide funding for small business financing, and technical assistance to help small and diverse businesses become capital ready.

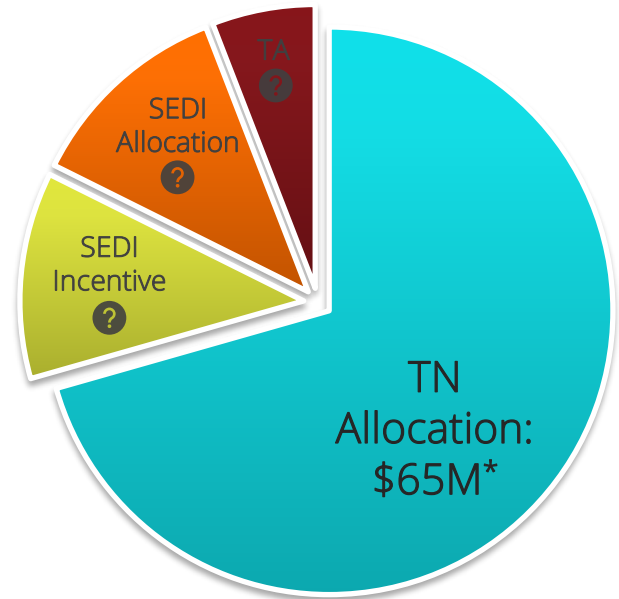
**Tennessee: \$65,390,433\***

- Employment-based allocation: \$60,573,813
- Very Small Business allocation: \$4,816,620

## Additional Pending Allocations:

- Technical Assistance (TA): TBD, awaiting guidance
- SEDI Business Allocation: TBD, awaiting guidance
- SEDI Business Incentives: TBD, performance-based

*Awaiting written guidance from Treasury*

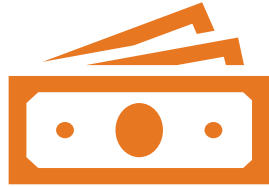


**TN Allocations**



# Tennessee State Small Business Credit Initiative (SSBCI) 2.0 | Requirements

Support and expand an inclusive continuum of access to capital for small businesses and entrepreneurs throughout Tennessee



## Eligible activities:

- Technical assistance (i.e., legal, accounting, fiscal advisory services)
- Debt capital
- Equity capital



## Plan must include:

- Pandemic response to include socially and economically disadvantaged individuals (SEDI)
- Minority depository institutions (MDI) and Community Development Financial Institutions (CDFI) encouraged to participate
- 10 to 1 Leverage ratio expected

*Awaiting written guidance from Treasury*

# Tennessee SSBCI 2.0 | Development Timeline

Support and expand an inclusive continuum of access to capital for small businesses and entrepreneurs throughout Tennessee

STEP 1

## Discover

March – June 2021

- Educate stakeholders about SSBCI 2.0
- Solicit information about small business needs
- Obtain guidance from and provide feedback to U.S. Treasury



STEP 2

## Design

July – September

- Survey small businesses, stakeholders, etc.
- Develop program and begin application for U.S. Treasury
- Ongoing: monitor guidance from U.S. Treasury



STEP 3

## Decide

October – December

- Finalize program recommendations
- Receive TN program approval
- Submit application and program of work to U.S. Treasury



STEP 4

## Deploy

January – June 2022

- Receive program approval from U.S. Treasury
- RFI/RFP/Contract Process (est. 6 mos.)
- Rollout and launch program statewide (education and marketing)

