Notice of Funding Opportunity: Community Enrollers for Medi-Cal Round 3

March 2026

Our Mission
To serve member health with excellence and dignity, respecting the value and needs of each person.

Our Vision
By 2027, remove barriers to health care access for our members, implement same-day treatment authorizations and real-time claims payments for our providers, and annually assess members' social determinants of health.

Agenda

- Overview & Program Requirements
- Eligible Applicants
- Grant Request & Expenses
- Scoring Criteria
- Timeline
- Q&A

Notice of Funding Opportunity for Community Enrollers

○ CalOptima Health's Board of Directors approved funding to support Medi-Cal outreach, education and enrollment efforts.

○ Notice of Funding Opportunity Round to support community enrollment efforts, integrating lessons learned from previous funding opportunities.

The Opportunity

○ Apply as a **single organization** OR a **collaborative**. To qualify as a collaborative, there must be a lead applicant organization and partner organizations from at least two other sectors.

- Organizations can only be a lead/single on ONE funded grant at any time. So, if you have been funded in Round 2, you cannot be a lead/single in Round 3.
  - It is expected that a lead entity in a collaborative is responsible for oversight of the entire grant and provides leadership and quality assurance.
- Organizations can be a collaborative member on as many as needed. A collaborative member can ALSO be a lead; but the above would still apply.

○ Grant requests must be for a 24-month period

○ Must be within the range of $200,000 (minimum) to **$500,000 (maximum request)** for single organizations OR **$625,000 for collaboratives**.

○ This funding opportunity embraces a place-based approach to community enrollment work, reflecting the cultural nuances of different regions within the county.

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Program Requirements

○ Be physically present in the community at least **four times per month** at existing gatherings and events already being hosted within the community.

○ Complete a minimum of **25 Medi-Cal applications and renewals (combined) per month**. NOTE: Enhanced Care Management (ECM) providers who apply for and receive these funds cannot include any ECM recipients who are reenrolled during this grant period in reporting metrics, as this service is already billable as an ECM provider.

○ Provide face-to-face enrollment and renewal education and/or outreach to **1,000 unduplicated individuals on an annual basis (approximately 84 individuals per month)**.

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Eligible Applicants

○ Single applicants or the lead applicant of a collaborative must **<u>not</u>** have an existing, active grant with CalOptima Health that supports community enrollment work.

○ Single applicants or the lead applicant of a collaborative must be a 501(c)(3) or equivalent in good standing with the IRS. Equivalent organizations include tribes, public schools, universities, and local, state, or federal government agencies and programs. Organizations that do not meet this criterion may still apply as a part of a collaborative, but not as the lead entity.

○ Single applicants or the lead applicant of a collaborative must employ or have a plan to employ trained community enrollers.

○ Any grantee who will be doing the actual enrollment work must sign a Business Associate Agreement to be in HIPAA compliance to receive data from CalOptima Health.

○ Applicants who previously received funding from CalOptima Health must be/have been in good standing with the terms of that grant agreement to be eligible for new funding.

○ Organizations may only submit one proposal for this Round 3 funding opportunity.

Grant Request & Expenses

○ Single Organization: $500,000 over two years, total.

○ Collaborative Applications: $625,000 over two years, total.

○ All applications must be a minimum of $200,000 over two years.

○ **Allowable Expenses**

Examples of allowable expenses for grant funds include hiring and onboarding staff, technology purchases, and the creation and distribution of additional educational outreach materials (toolkits in CalOptima Health's threshold languages will be provided to all grantees).

○ **Unallowable Expenses**

Grant funds cannot be used to pay for lobbying activities or staff time that is already funded through claims payments for the provision of other Medi-Cal services.
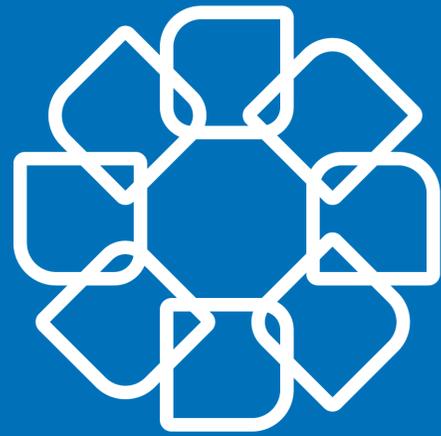
Scoring Criteria

Criterion	Points	Description
CalOptima Health Value Alignment	5	Program is trauma-informed, inclusive, person-centered and reflects a commitment to health equity.
Program Description	10	Program description is clear, concise and reflects best practices that support the approach taken.
Community Connectedness	15	Description of the communities is thorough, including cultural influences and trusted sources, and there are documented partnerships in the neighborhoods.
Program Implementation	15	Plan is complete and includes specific objectives, logical and feasible activities, as well as clearly defined measures of success.
Sustainability	5	Program or projects is sustainable beyond this funding opportunity if funding is awarded, or is time-bound and does not require continuous funding.
Readiness	10	Program that can launch soon after the grant award will receive more points.
Experience	15	Expertise in providing proposed services and/or implementation of similar projects in the past. Must be clearly articulated in the application.
Capacity of Applicant	15	Able to demonstrate financial and management capacity to carry out the project, as evidenced in the submission of required materials in the application portal.
Evaluation Plan	10	Applicant clearly articulates a feasible and well-thought-out plan for evaluating project success.
	100	Total Points

NOFO Community Enrollers Round 3: Timeline

Action	Date
Application Released/Portal Opens	March 2, 2026
Round 3 NOFO – Bidders Conference	March 10, 2026
Application Deadline	April 3, 2026
Internal Review	April 2026
Decisions Presented to CalOptima Health Board of Directors for Approval	May 7, 2026
Announcement of Approved Grants	May 8, 2026
Execute Grant Agreements	June 1, 2026

Q&A

- Please forward any questions about the grant opportunity or application process to the Grant Management Department at CommunityGrants@CalOptima.org
- Please refer to this page for all documentation regarding this funding opportunity: https://www.caloptima.org/en/community-impact/calaim#Funding

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