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

Application Deadline — April 3, 2026 (5 p.m. PST)

Frequently Asked Questions

General

1. Will renewals/applications submitted on behalf of Community Health Worker (CHW) clients be counted toward performance metrics or will they be exempt like Enhanced Care Management (ECM) clients?

- If an organization is contracted to provide CHW services, CalOptima Health members assisted by that CHW for re-enrollment cannot be included because the organization can instead submit a billing claim for providing services to that member.

2. Can you share resources that could help organizations train and certify community enrollers?

- Resources we have identified can be found within the NOFO.

3. Please list the existing CalOptima Health navigator partners and Round 1 and Round 2 grant awardees.

- Round 1 and 2 Grantees: Camino Health Center, Community Health Initiative of Orange County, Give for a Smile, Latino Health Access, Orange County United Way, Serve the People Community Health Center, Southland Integrated Services

- Round 1 Only: Vista Community Clinic

4. Are you able to share the existing Round 1 and Round 2 non-lead partners?

- Round 1/Round 2 grantees are all single-organization applications. If any of those organizations brought on partners to accomplish their goals, that is separate and distinct from a "collaborative proposal."

5. What training has been most helpful for new entities working with CalOptima Health for the first time?

- Please reach out directly to those grantees to inquire about their training methodologies.

6. To clarify, CalOptima Health will provide participating grantees with lists of eligible members for us to reach out too?
- Lists of members due for renewal are provided by the County of Orange Social Services Agency (SSA) to CalOptima Health, who in turn will split the lists between grantees and share them on a monthly basis.

7. What will the reporting look like? Monthly, bi-monthly, etc.?
- The cadence of reports for this NOFO will be quarterly and consists of three parts: narrative submission, data upload and budget spreadsheet of expenses. Additionally, each year, grantees will be required to submit backup documentation for significant budget expenses.

8. Do you recommend that new organizations work with one of the Round 1 and 2 entities?
- There is no recommendation regarding working with previously funded organizations.

Application/Portal Questions
9. For collaborations, how do we demonstrate that we have sector partners? Do we simply identify the partners in the proposal? Is any other specific documentation required?
- The listing and identification of collaborative partners in the proposal is appropriate. A stronger application would also describe any formal agreements entered between the partners (e.g. an MOU) and any history of partnership.

10. Regarding the account set up, should our CEO have the account can admins create an account on CalOptima Health?
- Organizations are welcome to identify the most appropriate internal point of contact for this application.

11. Are the application questions different from the previously published RFP?
- The questions for Round 3 are the same as the questions for Round 2.

12. Just confirming the application deadline is April 3, since the table on the last page of the linked NOFO says March 31.
- April 3, 2026, is the correct application deadline.

Proposal Review Process and Grant Award
13. How would a collaborative split the grant dollars?
- The allotment of grant funds to organizations making up a collaborative is up to the collaborative members and lead entity.

14. Is [the grant funding] based on upfront agreement or on actual applications and renewals?

- Grant disbursements are based on the proposed budget and distributed in four payments based on adequate accomplishment toward the proposed goals. This is not a payment per application structure.

Applicant Eligibility

15. You reference cultural expertise. Does disability community count as an important area of expertise?

- Yes, this would represent an example of cultural expertise and community knowledge.

16. Do we have to be certified by Covered California as enrolled to be selected for this grant?

- No.