



CalOptima Health
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Community Enrollers for Medi-Cal

Round 2 - \$3,499,160.00

Community Enrollers for Medi-Cal Round 2 Grantees

Camino Health Center	\$500,000
Community Health Initiative of Orange County (CHIOC)	\$500,000
Give for a Smile	\$499,160
Latino Center for Prevention and Action in Health and Welfare dba Latino Health Access (LHA)	\$500,000
Orange County United Way	\$500,000
Serve the People Community Health Center	\$500,000
Southland Integrated Services, Inc.	\$500,000

TOTAL: \$3,499,160.00

CALOPTIMA HEALTH BOARD ACTION AGENDA REFERRAL

Action To Be Taken February 5, 2026

Regular Meeting of the CalOptima Health Board of Directors

Report Item

11. Approve Actions Related to the Medi-Cal Eligibility Outreach Strategy Community Engagement and Enrollers Notice of Funding Opportunity

Contacts

Yunkyung Kim, Chief Operating Officer, (714) 923-8834

Kelly Bruno Nelson, Executive Director, Medi-Cal and CalAIM, (657) 550-4741

Recommended Actions

1. Approve CalOptima Health staff's recommendations to administer grant agreements and award payments totaling \$3,500,000 to selected grant recipients (listed in Attachment 1) from Round 2 of the Community Engagement and Enrollers Notice of Funding Opportunity.
2. Appropriate and allocate up to \$1.0 million from the Community Reinvestment Program commitment for Round 3 of the Community Engagement and Enrollers Notice of Funding Opportunity.
3. Make a finding that such expenditures are for public purposes and in furtherance of CalOptima Health's mission and purpose.

Background

Recent federal and state legislative changes to Medi-Cal eligibility requirements will result in dramatic impacts to Medi-Cal managed care plans and county agencies. Changes include the future implementation of work requirements and more frequent redetermination for certain adult members. This will require a broad, multifaceted outreach and education campaign throughout Orange County to help members retain their Medi-Cal coverage. As a part of CalOptima Health's outreach strategy, on October 2, 2025, the Board of Directors (Board) appropriated a total of \$19.0 million in aggregate from the existing \$38.0 million Community Reinvestment Program commitment to fund the expanded Medi-Cal Eligibility Outreach Strategy through December 31, 2028. Included in this action was an allocation of up to \$5.0 million for a Community Engagement and Enrollers Notice of Funding Opportunity (NOFO).

CalOptima Health staff planned a two-phased NOFO (NOFOs Rounds 2 and 3) approach to distribute this funding. The first phase, NOFO Round 2, builds on the work of the Round 1 cohort of grantees established by the Board on August 1, 2024, and September 5, 2024. The second phase, NOFO Round 3, will be a competitive NOFO open to the community, launching March 2, 2026.

For Community Enrollers NOFO Round 1, the NOFO was released to the public on May 6, 2024, and closed on June 14, 2024. In total, CalOptima Health received and reviewed 26 completed proposals from 26 organizations. The CalOptima Health Board approved an initial seven grantees, awarded payments totaling nearly \$2.0 million on August 1, 2024, and requested CalOptima Health staff bring to the Board for consideration a request to expand support of this NOFO.

Staff returned to the Board on October 3, 2024, with a request to allocate up to \$2.58 million in existing reserves and approved an additional six grantees to conduct this work (one of which declined to participate due to an identified conflict of interest). While four of these grantees terminated prior to achieving their set objectives, the remaining eight grantees have been working toward achieving their measurable grant objectives and have submitted reports in accordance with CalOptima Health policy. A resulting performance summary can be found in Attachment 1.

Discussion

To distribute the \$5.0 million allocated on October 2, 2025, for community enrollment work, the Board requested that staff continue supporting the active, initial Round 1 cohort of grantees. Of the 12 Round 1 grantees, four had grant agreements terminated before objectives could be fully completed, rendering them ineligible to execute a continuation request. The remaining eight grantees were offered the opportunity to submit a request for \$500,000 in support of a two-year proposal to begin on March 1, 2026, which included an implementation plan and budget – both designed to achieve a set of measurable objectives inclusive of community enrollment work and outreach and education. Seven of the eight grantees elected to apply for this continued funding. These new grant awards will begin March 1, 2026, after grantees’ current grant-funded activities are complete but before their grant agreements can be reviewed and formally closed out by the Grant Management Department. While the new grant awards have similar grant-funded activities, the related budgets and scopes of work are distinct and separate from the initial grant awards.

With Board approval, staff would like to proceed with the prompt development and execution of grant agreements with the seven organizations listed in Attachment 2. Staff will provide grant oversight pursuant to CalOptima Health Policy AA.1400: Grants Management and will return to the Board to provide updates on the status of these grants at future meetings.

After executing the above grants, there will remain \$1.5 million in unused grant funds from the allocated \$5.0 million on October 2, 2025, and an additional \$1,072,399 from approved grants in Round 1 that were not remitted due to early terminations and one declined award. CalOptima Health staff is requesting an additional \$1.0 million allocation from the Community Reinvestment Program commitment to fund the Community Enrollers Round 3 NOFO, a competitive opportunity open to the community, with a total of nearly \$3.6 million available for distribution.

Summary of Community Enrollers NOFOs

Community Enrollers NOFO	Board Allocated	Grant	Total Award Amount	Allocated but Not Awarded
Round 1	\$2,000,000*	7 grants	\$1,993,486	--
	\$2,579,819	6 grants	\$2,579,819	--
Round 2 (Phase I)	\$5,000,000**	7 grants	\$3,500,000 (Recommended Action #1)	\$1,500,000

Notes:

* 8/1/24: Round 1 was part of the larger Adult Expansion Outreach Strategy; balance was subsumed under the larger strategy budget

** 10/2/25: Approved as part of Medi-Cal Eligibility Outreach Strategy

Proposed Round 3 Community Enrollers NOFO

	Proposed Board Allocation	Total Amount
Round 3 (Phase II)	\$1,000,000 (Recommended Action #2)	\$1,000,000
Round 2: Allocated but Not Awarded Amount	--	\$1,500,000
Round 1: Unused grant funds (Early termination, declined award)	--	\$1,072,399
Total		\$3,572,399

Fiscal Impact

Funding for the recommended actions will be supported through previous Board actions.

Recommended Action #1: The \$3.5 million for Round 2 of the Community Engagement and Enrollers grants will be funded by previously approved Board allocations. There is no additional fiscal impact.

Recommended Action #2: The \$1.0 million will be funded from the remaining balance of the \$38.0 million Community Reinvestment Program commitment that was approved on October 5, 2023. After this Board action, the remaining unallocated balance will be \$18.0 million within the Community Reinvestment Program commitment.

Rationale for Recommendation

Funding these community grants will aid CalOptima Health in efforts to conduct robust regional outreach and education campaigns, provide and promote countywide enrollment activities, and increase access to care for CalOptima Health members.

Concurrence

James Novello, Outside General Counsel, Kennaday Leavitt

Attachments

1. [Round 1 Grantee Performance Summary](#)
2. [Entities Covered by this Recommended Board Actions](#)

Board Actions

Board Meeting Dates	Action	Term	Not to Exceed Amount
December 7, 2023	Authorize Adult Expansion Outreach Strategy to Make Eligible Adults Ages 26 Through 49 Aware of the Opportunity to Apply for Full-Scope Medi-Cal Regardless of Immigration Status	-	\$5,000,000
August 1, 2024	Approve Actions Related to the Community Enrollers for Medi-Cal Notice of Funding Opportunity	-	\$1,993,486
October 3, 2024	Approve Actions Related to the Community Enrollers for Medi-Cal Notice of Funding Opportunity	-	\$2,579,819
October 2, 2025	Approve Actions Related to the Medi-Cal Outreach Strategy	-	\$5,000,000

/s/ Michael Hunn
Authorized Signature

01/29/2026
Date

ROUND 1 GRANTEE PERFORMANCE SUMMARY

Quarter 1 Reporting: Anticipated Meeting **20%** of Proposed Objectives, Actuals Reported Below

Organization	New Enrollment	Renewals	CalFresh
Camino Health Center	15%	1%	3%
Community Health Initiative of Orange County	17%	6%	30%
Give for a Smile	2%	12%	7%
Latino Health Access	0%	0%	0%
Orange County United Way	2%	0%	0%
Serve the People	14%	2%	11%
Southland Integrated Services/Korean Community Services	5%	11%	15%

Quarter 2 Reporting: Anticipated Meeting **40%** of Proposed Objectives, Actuals Reported Below

Organization	New Enrollment	Renewals	CalFresh
Camino Health Center	28%	15%	22%
Community Health Initiative of Orange County	35%	16%	66%
Give for a Smile	7%	38%	16%
Latino Health Access	20%	7%	35%
Orange County United Way	15%	3%	72%
Serve the People	27%	13%	23%
Southland Integrated Services/Korean Community Services	14%	20%	55%

Quarter 3 Reporting: Anticipated Meeting **60%** of Proposed Objectives, Actuals Reported Below

Organization	New Enrollment	Renewals	CalFresh
Camino Health Center	40%	18%	44%
Community Health Initiative of Orange County	47%	39%	98%
Give for a Smile	11%	76%	33%
Latino Health Access	39%	26%	75%
Orange County United Way	33%	9%	164%
Serve the People	49%	43%	54%
Southland Integrated Services/Korean Community Services	32%	39%	88%

Quarter 4 Reporting: Anticipated Meeting **80%** of Proposed Objectives, Actuals Reported Below

Organization	New Enrollment	Renewals	CalFresh
Camino Health Center	56%	28%	60%
Community Health Initiative of Orange County	66%	69%	131%
Give for a Smile	14%	113%	50%
Latino Health Access	61%	74%	111%
Orange County United Way	54%	13%	308%
Serve the People	63%	71%	76%
Southland Integrated Services/Korean Community Services	51%	56%	122%

Quarter 5 reporting is underway; expectation is achieving **100%** of proposed objectives.

Attachment #2 to the February 5, 2026 Board of Directors Meeting – Agenda Item 11

CONTRACTED/ IMPACTED ENTITIES COVERED BY THIS RECOMMENDED BOARD ACTION

Name	Address	City	State	Zip Code
Camino Health Center	31351 Rancho Viejo Rd Suite# 201	San Juan Capistrano	US-CA	92675
Community Health Initiative of Orange County	1505 E. 17th Street, Suite 108	Santa Ana	CA	92705
Give For A Smile	10861 Acacia Parkway	Garden Grove	US-CA	92840
Latino Center for Prevention and Action in Health and Welfare dba Latino Health Access	450 W 4th Street, Suite 130	Santa Ana	CA	92701
Orange County United Way	18012 Mitchell South	Irvine	US-CA	92614
Serve the People Community Health Center	1206 E. 17th Street, Suite 101	Santa Ana	US-CA	92604
Southland Integrated Services, Inc.	9862 Chapman Avenue	Garden Grove	CA	92841