Medi-Cal Capacity Grant Program
Informational Sessions | Questions and Answers
June 2024

The questions and answers provided in this document are a compilation of the facilitated Q&A session during the June 6, 2024 and June 11, 2024 informational webinars.

WORKFORCE RECRUITMENT

Q: What type of organization is eligible for Provider Recruitment grants?
A: Organizations that are contracted to deliver Medi-Cal compensable services for allied, behavioral/mental health, substance use treatment, primary care and specialty care are eligible for grants to recruit physicians, non-physician medical practitioners (e.g., physician assistant, nurse practitioner) and other appropriately licensed or certificated/trained providers. Applicants may be contracted with the Alliance, Carelon, a county governmental entity or State Medi-Cal, depending on the Medi-Cal service contract,

Providers who offer Enhanced Care Management and Community Supports services are encouraged to view CalAIM Incentive Payment Program (IPP) and PATH CITED funding opportunities under Other Funding Opportunities on the Alliance website. Please note CalAIM IPP and PATH/CITED are not programs administered under the Medi-Cal Capacity Grant Program.

Q: Under Access to Care, would there be funding available to set up an education fund to help education costs to bolster our Workforce of mental health providers?
A: At this time, the Medi-Cal Capacity Grant Program does not offer funding for education costs other than those that are eligible expenses under Workforce Recruitment programs.

Q: Would funds cover piloting a CHW program in our health center? Can grant funds support CHW salary/benefits before we start billing for services?
A: Community Health Worker (CHW) Recruitment grants are available to support the implementation of CHW Benefit service delivery in a health center setting. Grantee organizations awarded a CHW Recruitment grant must be contracted and credentialed to bill for CHW Benefit services (or be able to bill under a current provider contact such as primary care) prior to receiving grant funds.

Q: Can you please clarify the maximum amount for Workforce Recruitment grants?
A: The maximum award amounts for Workforce recruitment grants are as follows:
- Community Health Worker, Doula and Medical Assistant grants subsidize 100% of recruitment costs, up to a maximum $65,000 award.
- Provider Recruitment grants subsidize 50% of recruitment costs, up to a maximum $250,000 award.

Q: For Workforce Recruitment grants, how many providers can we apply for at any given time? Do we apply each time we recruit a provider? How would that work with deadlines?
A: There are four different types of Workforce Recruitment grant types.
1) Provider Recruitment (allied, behavioral/mental health, primary care and specialty providers)
2) Community Health Workers
3) Medical Assistant
4) Doula

No more than three (3) Workforce Recruitment grants awarded for any of these four types may be open for recruitment at any one time (i.e., two previously awarded grants may be open for recruitment when a third new application is submitted). A grant is considered fulfilled (i.e., no longer open) when the Alliance has received the Part One payment request with required documentation indicating that the recruit has been hired.

Q: For Provider Recruitment grants, when it references increasing capacity, is it by increasing 1,000 patients or new visits?
A: The requirement applies to primary care providers awarded a Provider Recruitment grant and means that they must be open to auto-assignment and primary care home linkage at their practice site(s) for up to 1,000 more Medi-Cal members. Alternatively, for specialists, the requirement is that 25% of their appointments must be made available for Medi-Cal members.

HEALTHCARE TECHNOLOGY

Q: Could Health Technology funds be used to train patients towards new technologies? For example, temp workers to staff "Help Stations" to enroll in the patient portal?
A: Yes, this could be an eligible expense under a Healthcare Technology grant funded project. The applicant would detail these proposed activities under the "Member Education Plan' section of the application.

Q: What is the maximum award for a Healthcare Technology grant?
A: Max awards for Healthcare Technology grants are $50,000 per grant request. One grant is allowable per organization at a time.

EQUITY LEARNING FOR HEALTH PROFESSIONALS

Q: For the Equity Learning grant, it states that nonprofits providing "safety net services" are eligible to apply. Is this ECM/CS services?
A: Eligible applicants must be one of the following:
- A health care provider organization with at least 25% Medi-Cal patient volume.
- A 501(c)(3) nonprofit or governmental agency that provides safety net services to a significant volume of Medi-Cal members in the Alliance service area.

This could include Enhanced Care Management (ECM) and Community Supports (CS) providers; however, grant requests may not duplicate or supplant funding received from other sources such as Department of Health Care services funding for ECM/CS capacity building.

Q: Can the Equity Learning grant go towards hiring an interpreter?
A: We support the hiring of health care providers that meet the linguistic and cultural needs of Medi-Cal members through our Workforce Recruitment grants and the Linguistic Competence Provider Incentive, however, Alliance grant funding is not used to supplant or duplicate other funding/resources. The Alliance providers have access to face-to-face and telephonic interpreter services. More information may be found at https://thealliance.health/for-providers/manage-care/cultural-and-linguistic-services/.

DATA SHARING SUPPORT

Q: Is the Data Sharing Support grant applicable to providers who are transitioning to become Community Supports providers if PATH CITED and IPP funding might not be available?
A: Not at this time. We are aligning the Data Sharing Support funding opportunity with the Alliance's overall Data Management Strategy for a phased approach with our provider network. Current eligible provider types are hospitals, long-term care facilities, primary care providers, pediatric providers and skilled nursing facilities.

Q: Would a nonprofit that has programs utilizing data systems be eligible to apply? Like mental health and substance abuse EHRs?

A: Currently, the only provider types that are eligible to apply are hospitals, long-term care facilities, primary care providers, pediatric providers and skilled nursing facilities.

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CAPITAL

Q: Is housing still funding under the Capital grant program?
A: Capital funds to build, purchase, renovate and/or furnish permanent housing units, recuperative care facilities and short-term post-hospitalization housing units across the Alliance's service area is now administered under the Alliance Housing Fund. You may submit questions and letters of intent (LOIs) via email to pdincentives@ccah-alliance.org. LOIs will be accepted on a rolling basis as funds are available.

Q: Is Capital funding strictly limited to healthcare facilities, or might it be available for facilities that support the "healthy communities" strategy.
A: The Capital program provides funding to support the construction, renovation and/or acquisition of medical facilities, mobile medical clinics and community-based and school-based wellness centers that will serve the Medi-Cal population.

Q: For Capital grants that require at least a 25% match, can the applicant organization be the one who puts in the 25% match?
A: The Alliance will consider funding Capital grants up to 75% of total project costs, not to exceed a maximum grant award of $2,500,000. Applicants must demonstrate that the initial 25% of funding has been secured. These can come from the organization who is applying and would be described as such in the proposed project budget attached to the grant application.

Q: Do Capital Grants fund the expansion of a medical clinic that is in the planning stages?
A: Yes. If you are in the planning stages (i.e., pre-development), you can apply for a Capital grant, however we prefer requests for projects that have completed some planning activities to initiate the project and have a target implementation end date when the clinic would be operational.

Q: For Capital grants, what needs to be included in the request? Building site, contractor agreements, etc.?
A: We are accepting projects that are in different stages of development. Contractor bids or contracts are not required at the time of application. To learn more about the requirements for Capital program, visit the Capital Program webpage for details and view the Capital application in the online grant portal.

Q: Under the Capital grant, can you provide some more examples of fixed-asset equipment?
A: There may be an array of needs for a facility to maintain or expand the delivery of high-quality care through a capital expenditure. Some examples that would be eligible under the Capital program include a telemedicine platform, equipment for patient care, laboratory or imaging, or essential facility management equipment (e.g., HVAC, boiler, generator).

PARENT EDUCATION & SUPPORT

Q: Can we apply for a Home Visiting grant and a Parent Education and Support grant at the same time? Or is it one or the other?
A: Yes, you can apply for both grant programs in the same funding cycle, however, funding award decisions

include consideration of available funding under each program and primary county, and how many current open grants an organization has at the time of application.

Q: Can the Parent Education and Support (PES) grant activities be virtual or is it in-person projects only?
A: Grant-funded projects may include in-person, virtual or both types of activities with participants.

COMMUNITY HEALTH CHAMPIONS

Q: Can you apply to both Partners for Active Living and Community Health Champion grants?
A: Yes, you can apply for both grant programs in the same funding cycle, however, funding award decisions include consideration of available funding under each program and primary county, and how many current open grants an organization has at the time of application. Please note, funding limitations in specific counties are posted at the top of each program webpage and on the application in the online grant portal.

Q: Can grants for CHWs be applied to outreach strategies aimed at Medi-Cal enrollment for undocumented residents?
A: The Alliance does not directly fund Medi-Cal enrollment.

Q. What counties can apply for Community Health Champions grants?
A: Funding is open to all counties, but funding is currently limited in Santa Cruz County.

Q: What counties can apply for Partners for Active Living grants?
A: Funding is open to all counties, but we are not currently accepting applications from Santa Cruz County, as there are no longer funds available for this county's allocation.

Q: Does the Community Health Champions grants fund nutrition education and food navigation for Medi-Cal members?
A: The program goals include increasing Medi-Cal member awareness of Medi-Cal benefits, community resources and health care services. This could include nutrition education and navigation to health food resources, however, funded Community Health Champions projects would not duplicate or supplant existing Medi-Cal benefits such as Community Supports – Medically Tailored Groceries or Community Health Worker Benefit services.

PARTNERS FOR ACTIVE LIVING

Q: For Partners for Active Living grants, can you offer a few examples of projects that were funded?
A: We have had a variety of organizations submitting different project ideas and we give all applications full consideration. We are looking to fund a diversity of projects that: 1) that provide Medi-Cal members opportunities to engage in physical activity and recreation programs in the community; 2) partner with medical and/or behavioral health care providers for program development or coordination and referral of Medi-Cal members; and 3) include a behavioral education or empowerment component that communicates the importance of physical activity for health and wellbeing. A couple of examples of projects that have been awarded in different counties are:

- A local community-based organization partners with a substance use disorder treatment provider that treats clients with complex health and social needs to implement an outpatient recreational therapy program.

- A non-profit, community-based recreational complex expands their physical activity programming and partners with large local health system providers to have on-site wellness events and referrals to healthcare and social support services.

GENERAL

Q: Can an organization apply for more than one funding opportunity (grant program)?
A: Yes, organizations can apply for any grants for which they are eligible and may apply for more than one program in the same funding cycle.

Q: Can we access the online grant portal to apply for a grant if our umbrella (parent) organization or fiscal agent already has an organizational account?
A: Yes, you will be able to set up your own unique organizational account if you are applying for grants separate from a parent organization or fiscal agent. Contact grants@ccah-alliance.org for Alliance staff support to set up your account.

Q: Once a grant is awarded, do you have a preference on how we log the time/funds being spent?
A: At least one report that verifies use of grant funds will be required. The number of reports and type of documentation required varies by grant program. Reports are submitted via the online grant portal as a "Follow Up" which are available to view/edit/submit in the portal after the grant has been awarded.

Q: Can we apply for grant programs if we have already been awarded MCGP grants in the past?
A: An organization may apply for as many funding opportunities as they are eligible, however, a few considerations to keep in mind:

- Organizational capacity to meet all grant requirements.
- Grant applications are competitive, and approval of awards depends on funding availability.
- You may only have one grant-funded project at one time under a specific program (e.g., do not apply for a new Healthcare Technology grant until an active grant has been completed).
- No more than three (3) Workforce Recruitment grants for any eligible provider type (CHW, Doula, MA and Provider) may be open for recruitment at any one time (i.e., two previously awarded grants may be open for recruitment when a new application is submitted).

Q: Are there screening measures in place to ensure that large organizations that have access to large amounts of grant/donation funding are not potentially taking funding from smaller organizations who do not have the same opportunity?
A: The Alliance encourages eligible organizations of all sizes to apply for funding opportunities. Funding decisions, in part, take into consideration the proportion of Medi-Cal volume in relationship to total patients/clients served, independent of the size of the organization. The Medi-Cal Capacity Grant Program ensures grantmaking is tailored to local needs and prioritizes resources and attention to communities and populations who experience inequities.