PARTNERS FOR HEALTHY FOOD ACCESS

Medi-Cal Capacity Grant Program
Grant Application Workshop
REGIONAL, NON-PROFIT MEDICAL HEALTH PLAN.

350,000 members ... 1 in 3 residents in Monterey, Santa Cruz, and Merced counties.

OUR VISION

To be a recognized leader in creating local health care solutions.

OUR MISSION

Accessible, quality health care guided by local innovation.

GOVERNING BOARD

21 members. 7 from each county.
Established in July 2015 in response to rapid expansion of Medi-Cal population as a result of the ACA.

Offer grants to local organizations to support efforts that increase the availability, quality and access of health care and supportive services for Medi-Cal members in Merced, Monterey, and Santa Cruz counties.
ELIGIBILITY GUIDELINES

• Medi-Cal Purpose
• Service Area
• One-Time Project Funding
• Organizational Status
• Mission
• Outcomes
• Fiscal Management

• Provider Contract Status
• Eligible for Federal Programs Participation
• Compliance With Current Grant Agreement(s)
THE ALLIANCE INVESTS IN DEVELOPING MEDI-CAL CAPACITY

IN FOUR PRIORITY FOCUS AREAS:

- Provider Capacity
- Behavioral Health & Substance Use Disorder Services
- High Utilizer Support Resources

Healthy Eating and Active Living Goals

1. Increase member access to fresh, affordable, healthy food.
2. Increase member access to physical activity opportunities.
3. Engage members to manage their own health to reduce preventable illness.
4. Strengthen linkages between the health care delivery system, schools and community-based organizations to support HEAL.
## CURRENT PROGRAMS

<table>
<thead>
<tr>
<th>Program</th>
<th>Description</th>
<th>Maximum Award</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Provider Recruitment Program</strong></td>
<td>Grants to subsidize recruitment expenses for new primary care, specialty care, and behavioral health professionals to serve the Medi-Cal population.</td>
<td>$150K</td>
</tr>
<tr>
<td><strong>Technical Assistance Program</strong></td>
<td>Grants for training or consulting engagements that directly result in increased access, coordination of care and integration of services.</td>
<td>$40K</td>
</tr>
<tr>
<td><strong>Infrastructure Program</strong></td>
<td>Planning and/or implementation grants for health information technology that expands Medi-Cal capacity in the Alliance service area.</td>
<td>Planning $40K, Implementation $250K</td>
</tr>
<tr>
<td><strong>Capital Program</strong></td>
<td>Planning and/or implementation grants for the expansion, construction, renovation, and/or acquisition of health care facilities that will serve the growing Medi-Cal population in the Alliance service area. Grants include support for transitional or permanent supportive housing for the Alliance’s most medically fragile Medi-Cal members.</td>
<td>Planning $150K, Implementation $2.5M</td>
</tr>
<tr>
<td><strong>Partners for Healthy Food Access</strong></td>
<td>Grants to support innovative projects between health care providers, community-based organizations and/or government agencies to improve food security in the Medi-Cal population.</td>
<td>$200K</td>
</tr>
</tbody>
</table>
PARTNERS FOR HEALTHY FOOD ACCESS PROGRAM

GRANT APPLICATION PROCESS

MEDI-CAL CAPACITY GRANT PROGRAM

GRANT WORKSHOP TOPICS
Grants to support innovative partnerships between health care providers, community-based organizations and/or government agencies to tackle food insecurity in the Medi-Cal population in Santa Cruz, Monterey and Merced counties.
FOOD INSECURITY IMPACTS OUR MEMBERS

• Living in a food insecure household results in poorer health outcomes, learning issues, lower productivity and more frequent hospitalization.

• The food insecurity rate is 13.9% in Merced County, 12.6% in Santa Cruz County, and 9.9% in Monterey County. (Feeding America 2015)

• A 2016 Alliance member survey found a high number of members reported living in food insecure households.
  o 40% of those responding for a child.
  o 55% of adults.
THE ROLE OF THE HEALTH CARE SECTOR

Food insecurity is a complex but preventable condition in need of multi-sector solutions among health care providers, community-based organizations, government agencies and the private sector.

Health care settings are in a unique position, where Medi-Cal members burdened by food insecurity can be identified and supported.

Better physical and economic access to healthy food increases the likelihood that Medi-Cal members will eat healthier, maintain healthier weights and have positive health outcomes.
PARTNERS FOR HEALTHY FOOD ACCESS

PROGRAM GOALS

- Increase Medi-Cal member access to affordable, nutritious food.
- Engage Medi-Cal members to manage their own health to reduce preventable illness.
- Strengthen linkages between the health care delivery system, CBOs and govt. agencies to improve food security for Medi-Cal members.
REQUIREMENTS FOR FUNDING

- Multi-sector partnerships (e.g. health care, community-based organizations, government agencies, businesses) to meet local food security needs in one or more of Alliance’s three counties;
- An integral role for the health care provider in addressing food insecurity;
- A focus on detection (screening) and reduction of food insecurity;
- Distribution of nutritious food; and
- Engagement of Medi-Cal members in developing a culturally appropriate approach that will meet their needs.
Clinic-food bank partnership screens for food insecurity, brings mobile market to clinic and supports CalFresh enrollment.

Health care providers write a “prescription for produce” redeemable at farmers market and provide nutrition education.

Clinic partners with local culinary school for multi-day healthy cooking courses with nutrition education, meal planning and take-home food.

Health care provider implements program with health navigators and a community-based organization to provide food insecurity screening, nutritious food box distribution and referrals, and utilization tracking linked to health outcomes.
ELIGIBILITY REQUIREMENTS

- Be a contracted Alliance provider, 501(c)(3) nonprofit or government agency that provides services to a significant volume of Medi-Cal members.
- Partnership required but a single entity must serve as the applicant/grantee.
- A single entity is limited to funding for one project.
  - Project may be implemented at more than one site.
- Serving as the applicant for one project would not prohibit an entity from also serving as a partner on another project.
FUNDING AMOUNT AND TERM

- One-time grant funding.
- Grant awards not to exceed $200K.
- One time funding for new or expansion of existing project.
- 24 month maximum project timeline (starting after grant award).
- Costs incurred prior to grant award will not be considered.
- Indirect costs are not eligible expenses and should not be included in the project budget.
MEDI-CAL CAPACITY GRANT PROGRAM

PARTNERS FOR HEALTHY FOOD ACCESS PROGRAM

GRANT APPLICATION PROCESS
Visit the Alliance Website:
www.ccah-alliance.org

Information Available:

- Priority focus areas and funding goals.
- Eligibility guidelines.
- Grant program descriptions and specific criteria.
- Grant applicant instructions.
- Link to online grant portal.

Where to Find Grant Program Information

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- Eligibility guidelines.
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Medi-Cal Capacity Grant Program

Eligibility Guidelines
Focus Areas and Goals
Funding Opportunities
Provider Recruitment Program
Technical Assistance Program
Capital Program
Infrastructure Program
Healthy Food Access Program
How to Apply
Contact Us

Medi-Cal Capacity Grant Program
Health Care Reform
Community Publications
CCS Transition and the Whole-Child Model
CURRENT AND UPCOMING FUNDING CYCLES

<table>
<thead>
<tr>
<th>Deadline</th>
<th>Award Decision</th>
<th>Grantee Notification</th>
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<tbody>
<tr>
<td>July 16, 2018</td>
<td>October 24, 2018</td>
<td>November 9, 2018</td>
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<tr>
<td>January 22, 2019</td>
<td>April 24, 2019</td>
<td>May 10, 2019</td>
</tr>
<tr>
<td>July 15, 2019</td>
<td>October 23, 2019</td>
<td>November 8, 2019</td>
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</table>

STEPS IN SELECTION PROCESS

- Applications received by deadline are screened for eligibility.
- Alliance staff performs internal review based on Board established criteria.
- Applicants notified about recommendations to be made to Alliance Board.
- Grant award recommendations presented to Alliance Board for decision.
- Applicants notified about grant awards.
ALLIANCE ONLINE GRANT PORTAL

- If this is your first time applying, you will need to create an account.
About Contacts

- More than one active contact with separate login is allowed.
- Each will be able to “View Organization History”.
- Each contact will only be able to access applications and grants submitted under their login.
**Preview Button**
- View the application and print question list before starting a draft.

**Apply Button**
- Begin a draft by entering data into one field.
- You can now print Application Packet.
APPLICATION DRAFTS AND SUBMISSIONS

- On your Dashboard, a draft will have the “edit application” option so you can go back and finish/submit (top).
- Once an application has been submitted, you will have “view application” option but cannot make further changes (bottom).
WHAT IS INCLUDED IN THE PARTNERS FOR HEALTHY FOOD ACCESS GRANT APPLICATION?

- Applicant & Organization Information
- Project Information
  - Project Budget (template)
  - Project Summary & Problem Statement
- Project Activities & Performance Measurement
  - Objectives, Activities, & Measurements (template)
  - Clinical or Organizational Processes
- Organizational Capacity
  - Partnership Organizations
  - Sustainability Plan
- Required Financials
  - Annual Organizational Budget, Current Fiscal Statements, Audited Financials
Utilizing technology to integrate food insecurity screening and/or referral utilization tracking into clinical workflows.

Making nutritious food accessible to Medi-Cal members.

Providing direct referrals to community-based resources for nutritious food.

Building Medi-Cal members knowledge and skills to have a healthy diet.

Including complementary supportive services such as CalFresh enrollment.
# PROJECT BUDGET

<table>
<thead>
<tr>
<th>Budget Expenses</th>
<th>Amount Requested For This Grant</th>
<th>Total Project Budget</th>
<th>Notes</th>
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<tbody>
<tr>
<td>Personnel: Salaries/Benefits</td>
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<td>Program Costs</td>
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<td>Hardware/Software/Equipment*</td>
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<td><strong>TOTAL</strong></td>
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<thead>
<tr>
<th>Committed Funders and Other Income Sources</th>
<th>Payout Period</th>
<th>Total Amount Pledged From Funder</th>
<th>Amount Received to Date</th>
<th>Balance Owed</th>
<th>Pending or Secured?</th>
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## Project Objectives, Activities & Measurements

**Project Objective #1**

By December 2020, clinic staff will have screened 100% of Medi-Cal patients for food insecurity.

<table>
<thead>
<tr>
<th>Key Staff/Partner Organization Responsible</th>
<th>Start/End Dates MM/DD/YY-MM/DD/YY</th>
<th>Measurable Outcome(s) Description of expected results</th>
<th>Baseline Data for this Outcome include indicator(s) and time period(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clinic: Management &amp; Patient Navigator</td>
<td>10/24/18 – 12/31/18</td>
<td>1 Full Time Patient Navigator on staff.</td>
<td>07/2018: zero (0) No Patient Navigators currently on staff.</td>
</tr>
<tr>
<td>Clinic: IT Manager &amp; EMR Vendor</td>
<td>10/24/18 – 12/31/18</td>
<td>3 screening questions added to EMR.</td>
<td>07/2018: Screening questions currently not in EMR.</td>
</tr>
<tr>
<td>Clinic: MAs &amp; Patient Navigator</td>
<td>01/01/19 - 12/31/20</td>
<td>100% of clinic pts will be screened.</td>
<td>07/2018: 0% Clinic currently does not screen for food insecurity.</td>
</tr>
</tbody>
</table>

### Evaluation Methods:

*How will your outcomes be measured? Include the source of your baseline and outcome data and the partner organization responsible.*

Screening for food insecurity and CalFresh participation will be done before every patient visit and logged in EMR. Screening reports will be generated by clinic staff from the EMR. Monthly reports will be analyzed to assess progress toward objective.

- Ensure outcomes are SMART-Specific, Measurable, Achievable, Relevant, and Time-Framed.

### Example: Clinic - Food Bank Partnership
- Screens for food insecurity
- Mobile market to clinic
- Supports CalFresh enrollment
RESOURCES

- **SMART Objectives** - CDC

- Example food insecurity screening tools:
  - [Food Insecurity Survey Tools](#) - USDA
  - [Food and Nutrition Screening Tool](#) – Hunger Care Coalition (WI)

- More info on [GrantHub](#)
What if I need technical support using the online grant portal?

- Grant portal user instructions on How To Apply page.
- Grant program staff available to troubleshoot any issues.
  - grants@ccah-alliance.org
  - (831) 430-5784
QUESTIONS?

Contact Us
For more information about the Medi-Cal Capacity Grant Program, please email grants@ccah-alliance.org or contact Grant Program staff at (831) 430-5784.

- Kathleen McCarthy, Business Development Director
- Jessica Finney, Grant Program Manager
- Allison Potter, Business Development Specialist (Monterey County)
- Cori Lambert, Business Development Specialist (Merced County)
- Michelle Pilant, Business Development Specialist (Santa Cruz County)