



CalOptima Health
 A Public Agency
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Organizations Receiving Funding in HHIP NOFO Round 1 - \$29.83M

Equity Grants

Access California Services	\$498,427
Alianza Translatinx	\$221,600
Asian American Senior Citizens Service Center	\$300,000
Colette's Children's Home	\$350,000
Family Promises of OC	\$300,000
Grandma's House of Hope	\$80,000
Homeless Intervention Services of OC	\$370,000
OC Family Justice Center Foundation	\$82,860
StandUp for Kids	\$198,024
The Eli Home, Inc.	\$175,000
WISEPlace	\$315,400
South County Outreach	\$130,000
SUBTOTAL	\$3,021,311

Infrastructure Grants

AIDS Services Foundation OC, aka Radiant Health Center	\$474,490
City of Anaheim	\$200,000
Community Action Partnership of Orange	\$79,203
Families Forward	\$275,128
Family Assistance Ministries (FAM)	\$350,000
Friendship Shelter	\$197,608
Grandma's House of Hope	\$50,000
Latino Health Access (LHA)	\$500,000
Lutheran Social Services of Southern California	\$250,000
Orange County United Way	\$1,588,215
PATH	\$883,637

Pathways of Hope	\$280,000
Southland Integrated Services	\$450,000
Thomas House Family Shelter	\$254,033
SUBTOTAL	\$5,832,314

Capital Grants

American Family Housing	\$2,951,660
City of Anaheim/Anaheim Housing Authority	\$2,000,000
Community Action Partnership of Orange	\$98,340
Friendship Shelter	\$3,850,000
Korean Community Services dba KCS Health Center	\$2,500,000
Orange County Housing Finance Trust	\$4,000,000
Pathways of Hope	\$1,500,000
The Salvation Army Orange County	\$4,100,000
SUBTOTAL	\$21,000,000

TOTAL NOFO ROUND 1

\$29,853,625



Notice of Funding Opportunity

Application Deadline — January 31, 2023 (11:59 p.m. PST)

Background

CalOptima Health’s mission is to serve member health with excellence and dignity, respecting the value and needs of each person. With a strategic goal of decreasing health inequities, CalOptima Health is engaging in programs and expanding partnerships to better serve members who are at greater risk for poor health outcomes, especially those experiencing homelessness.

As one tactic in a larger strategy, CalOptima Health is participating in the Department of Health Care Services’ Housing and Homelessness Incentive Program (HHIP), a voluntary incentive program intended to support the delivery and coordination of health and housing services for Medi-Cal members who are experiencing homelessness or are at-risk of homelessness by 1) rewarding Managed Care Plans (MCPs) for developing the necessary capacity and partnerships to connect their members to needed housing services; and 2) incentivizing MCPs to take an active role in reducing and preventing homelessness.

Through this program, CalOptima Health *can earn up to* \$83 million in funding for meeting specific program measures that fall under three priority areas: 1) infrastructure to coordinate and meet member housing needs; 2) partnerships and capacity to support referrals for services; and 3) delivery of services and member engagement. The program runs from January 2022 through December 2023.

Four HHIP metrics are driving CalOptima Health’s investments, and the agency must demonstrate progress on the metrics to DHCS in order to obtain future incentive dollars:

1. Number of members receiving Enhanced Care Management and/or Community Supports
2. Number of members who are screened for homelessness
3. Number of members who are successfully housed
4. Number of members who remain successfully housed

To address these metrics, increase the uptake of new benefits and implement the investment plan created in partnership with the Orange County Continuum of Care, CalOptima Health has designed the following community investment strategy and related funding priorities, which will be **open for applications January 23–31, 2023**.

Community Investment Strategy

CalOptima Health is prioritizing projects and programs that are trauma-informed, inclusive, non-residency restricted, low barrier, and aligned with housing-first and harm-reduction principles. This includes ensuring the “voice of lived experience” is integrated into all phases: design, development, implementation and evaluation.

CalOptima Health is committed to the following:

- Working toward a cohesive, countywide approach to address and prevent homelessness.
- Developing equitable systems that distribute resources among a variety of community service providers across all three Service Planning Areas.
- Promoting and facilitating innovation in data collection and sharing, with emphasis on greater integration across systems.
- Increasing the number of service providers and the capacity of these providers to add to the overall continuum of care infrastructure throughout Orange County.
- Establishing and/or using best practices in providing care by meeting members “where they are” and increasing access to that care.
- Delivering culturally competent services to traditionally underrepresented populations (e.g., families, seniors, LGBTQIA+ and BIPOC).
- Investing in and implementing programs that add to the current available affordable housing pool.

Description of Funding Priorities

All applications must demonstrate how the request increases the number of people connecting to permanent housing or an increase in permanent housing units.

This funding opportunity is purposefully broad in order to solicit as many ideas from organizations throughout Orange County working to address the homelessness crisis. Creativity in bridging people experiencing homelessness into permanent housing and bringing online new permanent housing units is encouraged. The primary objectives of these funding priorities are to ensure all individuals experiencing homelessness have access to housing and supportive services that center their lived experience, are reflective of their unique experiences, and are culturally appropriate.

Priority #1: Equity Grants

CalOptima Health is interested in identifying and supporting organizations providing residence, housing navigation, placement or tenancy sustaining/supporting services to these specific populations of focus:

- Transitions Aged Youth (TAY)
- Families with children (under 18)
- Older adults (age 55+)
- LGBTQIA+ populations
- Justice-involved individuals

Organizations with annual operating budgets of \$5 million or less are encouraged to seek funding through this opportunity to: 1) increase capacity to provide supportive services that connect individuals to permanent housing; 2) improve, update or make more accessible permanent housing units to better serve a population of focus; or 3) bring online new permanent housing units that are dedicated to the population of focus.

Priority #2: Capacity Building and Infrastructure Grants

CalOptima Health is interested in identifying and supporting organizations providing housing navigation, landlord relationship building and other services that connect individuals experiencing homelessness to permanent housing. Projects and services do not have required activities other than to demonstrate an increase in the number of individuals getting connected to permanent housing.

CalOptima Health is also interested in supporting access to permanent housing for current voucher holders not yet connected to a unit, so projects that address this issue are encouraged. Finally, projects that highlight equitable and countywide access will be prioritized.

Priority #3: Capital Grants

CalOptima Health is interested in supporting the development, renovation, expansion, furnishing and opening of permanent housing units. Projects that highlight equitable and countywide access will be prioritized.

Permanent supportive housing merges affordable housing assistance with services to aid individuals experiencing homelessness. These units can take a variety of forms, from shared living spaces to stand-alone units. Residents are usually offered supportive services that help them successfully remain housed, such as opportunities for community socialization and connections to social services and public benefits, among other things. Supportive services for these types of funded projects do not necessarily need to be provided by the applicant organization itself.

Grant Budgets, Amounts and Duration

Grant requests must be at least \$50,000 and cannot exceed the total amount available for each funding priority (see below). However, CalOptima Health will be working to award funds across all three Service Planning Areas in each of the funding priorities. For awarded grants, an initial payment is made upon receipt of the grant agreement. Subsequent payments are issued upon successful completion of agreed-upon deliverables. Funds may be used to enhance or expand staffing and services within existing programs, create new programming, or replace funding that is ending.

*Prohibited budget items include lobbying and ongoing rental assistance.

Funding Priority	Total Amount Available
Equity Grants	\$5 million
Capacity Building and Infrastructure Grants	\$10.5 million
Capital Grants	\$21 million

Entities Eligible to Apply

1. Applicants must be a 501(c)(3) or equivalent in good standing with the IRS. Equivalent organizations may include tribes, public schools, universities, and local, state or federal government agencies and programs.
2. Applicants must have operations in Orange County and currently serve CalOptima Health members through their programs and services.
3. Equity grant applicants must have annual operating budgets less than or equal to \$5 million.
4. Applicants may submit only one application per funding priority (no more than three total).
5. Applicants must propose projects or programs that align with one or more of the funding priorities and present a plan that aligns with connecting individuals to permanent housing or increasing the number of permanent housing units available in Orange County.
6. Applicants that 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.
7. Funds must benefit actively enrolled CalOptima Health members.
8. Applicants are strongly encouraged to apply for funds when they are ready to implement the activity proposed for funding.
9. There are no requirements for cost sharing, matching or cost participation.
10. **Remember:** Carefully review all threshold eligibility requirements. Applicants who fail to meet threshold requirements will be deemed ineligible. Applicants must successfully complete an application and submit it by the deadline to be considered for funding.

Application Timeline

Action	Date
Application Release Date	1/3/2023
Community Forum and Q&A	1/11/2023
Application Portal Opens	1/23/2023
Application Deadline	1/31/2023 (11:59 p.m. PST)
Internal Review	2/1–2/28/2023
Announcement of Approved Grants	3/6/2023
Grant Agreements Processed	3/7–3/31/2023
Grant Start Date	4/1/2023

Application Template

Applicants will be required to enter the following information into CalOptima Health’s grant portal, which will be available on January 23, 2023. This link will be shared at a future date.

General Questions for All Funding Priority Areas:

1. How many CalOptima members do you currently provide services to annually?
2. Please select the age groups served by your organization. (options will be provided)
3. Please select which CalOptima Health threshold languages your services are available in. (options will be provided)
4. Please select the areas of Orange County in which your organization currently or expects to provide services. (options will be provided)
5. Please indicate which populations of focus your organization has expertise in serving. (options will be provided)
6. Are you currently contracted to provide Enhanced Care Management (ECM) services through CalOptima Health?
 - a. If not, are you willing to become an ECM provider?
7. Are you currently contracted to provide Community Supports through CalOptima Health?
 - a. If so, please check all that apply. (options will be provided)
 - b. If not, are you willing to become a Community Supports provider?
8. Under which funding opportunity are you applying?
 - a. Equity Grants
 - b. Capacity Building and Infrastructure Grants
 - c. Capital Grants
9. Provide a brief description of the proposed program and the need it addresses. (500 words max)

10. CalOptima Health is prioritizing projects and programs that are trauma-informed, inclusive, non-residency restricted, low barrier, and aligned with housing-first and harm-reduction principles. Please describe how your program embraces these values. (300 words max)
11. List three to five measurable objectives of the program. (50 words max, each objective)
12. Briefly describe the anticipated outcomes of the program including how the request increases the number of people connected to permanent housing or the number of permanent housing units. (500 words max)
13. Briefly describe how you will evaluate your program. (200 words max)
14. Briefly describe the impact this will have on CalOptima Health members. (200 words max)
15. Briefly describe how this will impact the homeless services system in Orange County. (200 words max)
16. How does your organization incorporate the voice of lived experience into your programs? (200 words max)
17. Describe how your proposed project will be sustained beyond the grant period. (200 words max)
18. Are there any media opportunities for CalOptima Health associated with this project? (200 words max)
19. Provide the number of CalOptima Health members anticipated to be directly served through this program.
20. Complete the Program Implementation Template (Attachment A).
21. Complete Budget Template (Attachment B).
22. Total Project Budget
23. Total Request from CalOptima Health

Questions Specific to Equity Grant Applicants:

1. Describe the population of people experiencing homelessness that you are targeting with this grant funding. (200 words max)
2. How will your proposed project address equity issues for this target population? (200 words max)
3. Describe your expertise in working with this population. (200 words max)

Questions Specific to Capacity Building and Infrastructure Grant Applicants:

1. How many CalOptima Health members do you serve on an annual basis with housing navigation services?
2. How many more members, above and beyond those you already serve, will be reached through this project?
3. How did you determine this was a capacity-building need of your organization? (200 words max)

Questions Specific to Capital Grant Applicants:

1. What is the timeline for your project and where are you in that timeline?
2. How many units will this project bring online?
3. Where is the project located?
4. What is the average size of a unit in this proposed facility?
5. What are the eligibility requirements for residents at this facility? (50 words max)
6. Describe your experience completing projects of this nature. (50 words max)

7. How much of the construction budget has been raised thus far?
8. Briefly describe any additional sources of funding.

Community Forum and Q&A

Questions about the funding opportunity or application? Contact Sarah Nance, Project Manager, Sr. at sarah.nance@caloptima.org.

Join our community forum on this notice of funding opportunity.

You are invited to a Zoom webinar.

When: January 11, 2023, 1 p.m.

Topic: CalOptima Health's HHIP Notice of Funding Opportunity

Register in advance for this webinar:

https://us06web.zoom.us/webinar/register/WN_A4SZgBNS0CRxjgzvk6LZQ

Attachment A: Program Implementation Plan

Program Goals:	1. Insert overarching goals of the program.
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Timeline	Objective (insert from your answer above)	Activities	Success Metrics
<i>EXAMPLE: Months 1–3 (Planning Phase)</i>	<i>1. Hire and train <insert positions>.</i>	<i>1. Create job descriptions. 2. Use local recruiter to solicit applications. 3. Identify training needs for navigators. 4. Ensure staff are trained on philosophy and operational practices (e.g., motivational interviewing).</i>	<i>Signed offer letters and fully staffed team.</i>

Attachment B: Budget Template

PROGRAM BUDGET TEMPLATE					
Organization Name:					
Project Title:					
Project Start Date:					
Project End Date:					
			Amount Requested	Expended	Remaining
REVENUE					
Request from CalOptima Health			\$ -	\$	\$
<i>e.g. other sources of funding</i>			\$ -	\$	\$
			\$ -	\$	\$
TOTAL REVENUE			\$ -	\$	\$
			Amount Requested	Expended	Remaining
EXPENSES					
Salaries	Annual Salary	% FTE			
<i>E.g. Billing Manager, Program Director</i>			\$ -	\$	\$
			\$ -	\$	\$
			\$ -	\$	\$
			\$ -	\$	\$
			\$ -	\$	\$
<i>Subtotal for Salaries</i>			\$ -	\$	\$
Benefits (enter your value)	20%		\$ -	\$	\$
<i>Subtotal for Salaries + Benefits</i>			\$ -	\$	\$
Direct Expenses					
<i>E.g. technology upgrades; software purchase</i>					\$
					\$
					\$
					\$
<i>Subtotal for Direct Expenses</i>			\$ -	\$	\$
<i>Subtotal for Salaries, Benefits and Direct Expenses</i>			\$ -	\$	\$
Indirect Rate (enter your value)	20%		\$ -	\$	\$
<i>Subtotal with Indirects</i>			\$ -	\$	\$
Consultants					
					\$
					\$
					\$
TOTAL			\$ -	\$	\$
Program Surplus <Deficit>					