Navigator Grant Program Request for Application (RFA) Funding Model Presentation for Stakeholder Comment
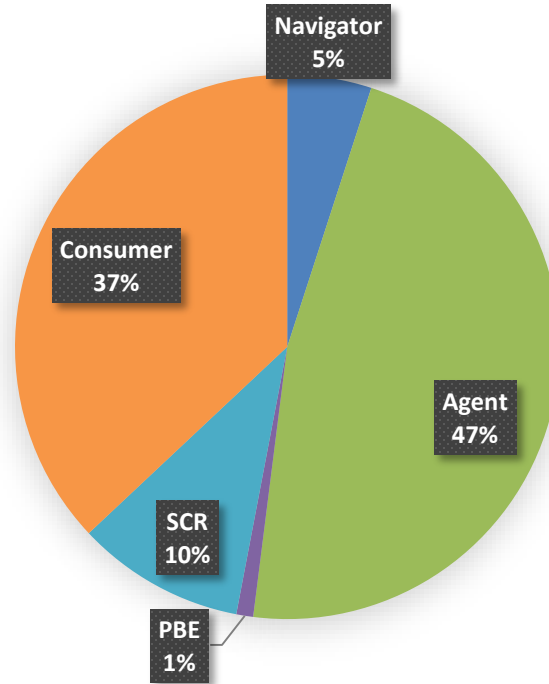
May 25, 2018

What's working

Continue strong partnerships and good collaboration

- 43 current navigator organizations and all of them have been partnered with us since Open Enrollment 1

- 466 locations statewide

- Presence in all 19 rating areas

- More than 19 languages spoken by enrollers

- 918 certified enrollment counselors

- Year-around enrollment, education and customer service support

- 775 publicly posted statewide local events by the Navigators through the Event Portal at http://hbex.coveredca.com/navigator-program/

ENROLLMENT BY SERVICE CHANNEL

Enrollment by Service Channel
2018 Enrollment Year (through 5/9/18)

Proposed Navigator performance-based Funding Model

- Current Block Grant Model
  - Currently payments issued based on performance with possible adjustment in the next contract year
- Proposed Performance Grant Model
  - Payments are issued based on reported performance by the grantee
- Seven Total Payment Periods
  - One payment based on work plan
  - Five payments based on Progress Report submitted for outreach activity goals
  - One payment based on Effectuated Enrollment

Funding disbursement to grantee	Grantee performance requirement
30% Grant funding at the beginning of open enrollment	Work plan approval

50% Grant funding consisting of five payment periods
  - Five 10% payments for Outreach activity
    throughout the contract term
	Achieve year-to-date outreach activity goals as measured by the currently submitted Bi-Monthly Progress Reports

20% Grant funding at end of final payment period - 20% Effectuated enrollment	Achieve year-to-date effectuated enrollment goals

COVERED CALIFORNIA

Proposed Navigator performance-based Funding Model example

The model applied to grantees

	Total Allotted Funding	*Work Plan* Payment (30%)	*Outreach* Payment (50%)	*Enrollment* Payment (20%)	Total Actual Paid
Grantee A	$100,000	$30,000	$50,000 (5 of 5 reports)	$20,000 (100% of Enrollment Goal)	$100,000
Grantee B	$100,000	$30,000	$50,000 (5 of 5 reports)	$14,000 (70% of Enrollment Goal)	$94,000
Grantee C	$100,000	$30,000	$50,000 (5 of 5 reports)	$12,000 (60% of Enrollment Goal)	$92,000
Grantee D	$100,000	$30,000	$40,000 (4 of 5 reports)	$20,000 (100% of Enrollment Goal)	$90,000
Grantee E	$100,000	$30,000	$50,000 (5 of 5 reports)	$8,000 (40% of Enrollment Goal)	$88,000

Calendar

Activity	Date
Board reviews Navigator Program proposal	May 17, 2018
Post Navigator Request for Application (RFA) draft	May 21, 2018
Public Stakeholder Comments from Navigator Community through Webinar	May 24, 2018 – May 31, 2018
Board Approves Navigator Request for Application at the $6,675,000 amount and funding model proposal	June 14, 2018
Release Navigator Request for Application (RFA)	June 15, 2018
Applications Due	July 16, 2018
Evaluation and Selection Process	July 17, 2018 – August 10, 2018
Grant Award Period	September 1, 2018 – August 31, 2021