



Elevating *The Safety Net*

*An L.A. Care Health Plan Initiative to
Strengthen the Provider Safety Net in L.A. County*

Elevating the Safety Net Provider Recruitment Program

Request for Applications (RFA) - Cycle VI
Community Benefits FY 2019-20



**ELEVATING
HEALTHCARE**
IN LOS ANGELES COUNTY
SINCE 1997



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Strengthen the Provider Safety Net in L.A. County

The sixth cycle of applications are due no later than Thursday, February 6, 2020 on or before 2:00 p.m. Award announcements for the sixth cycle will be made by late April 2020.

Applications will also be accepted in the upcoming cycles:

Seventh cycle deadline: June 4, 2020

I. PURPOSE

L.A. Care Health Plan (L.A. Care) is pleased to release a Request for Applications (RFA) under the *Elevating the Safety Net Provider Recruitment Program (PRP)*. The program provides grant funds to attract new providers to L.A. Care's Medi-Cal network, and to increase healthcare access to low-income populations in Los Angeles County. The program is designed to recruit five (5) types of disciplines practicing in primary care settings, including: (1) pediatricians, (2) OB/GYNs, (3) family and (4) internal medicine physicians, and (5) psychiatrists¹.

A 2017 study by the University of California San Francisco (UCSF) Healthforce Center found that California will need almost 9,000 additional primary care clinicians by 2030 to meet demand, and about 40% of those needed are in Los Angeles, Orange, and Inland Empire regions. During that same period, it's projected the number of psychiatrists in the state will decline by approximately 40%. For medical providers that serve a growing Medi-Cal population, this gap could be even more acute because safety net providers have fewer resources to recruit physicians or psychiatrists.

This RFA is only open to entities that contract with L.A. Care. Applicants may request up to \$125,000 per provider. Funds can be used for salary and benefits subsidies, sign-on bonuses, and/or relocation costs. At least 50% of the funds must be used for salary and benefits subsidies.

Applicants may request funds for up to two (2) providers per funding cycle but no more than four (4) providers across the three (3) funding cycles for L.A. Care's FY 2019-20, which starts October 1, 2019 and ends September 30, 2020.

¹ Eligible providers must be an employee of the contracted entity in L.A. Care's Medi-Cal network and must be practicing in a primary care setting.

II. ABOUT L. A. CARE HEALTH PLAN

L.A. Care Health Plan (Local Initiative Health Authority of Los Angeles County) is a public entity and community-accountable health plan serving residents of Los Angeles County through a variety of programs including L.A. Care Covered™, Medi-Cal, and L.A. Care Cal MediConnect Plan. L.A. Care is a leader in developing new programs and innovative partnerships designed to provide health coverage to vulnerable populations and to support the safety net. With more than two million members, L.A. Care is the nation's largest publicly operated health plan.

For more information, please visit <http://www.lacare.org/about-us/about-la-care/grantmaking>

III. ELIGIBILITY CRITERIA

The applicant (contracted entity) and the recruited physician or psychiatrist (provider) must meet the following minimum requirements:

Applicant/Contracted Entity Criteria

- a. Must be a contracted entity in L.A. Care's Medi-Cal network.
- b. Must demonstrate need and capacity for growth, based on current provider to patient ratio.
- c. Must be a contracted entity in good standing with L.A. Care.
- d. Must hire the new provider within six (6) months from the date of the award letter.
- e. Qualified providers hired four (4) months before the cycle deadline are eligible for this program.
- f. Must plan to hire a qualified provider no later than August 31, 2020. If applicant does not **plan** to hire a qualified provider by such date, please apply in subsequent funding cycles.
- g. Awardees from previous funding cycles that have not yet hired a provider related to those awards are NOT be eligible for another PRP grant.

Provider Criteria *(A provider hire does not need to be identified prior to grant approval).*

- a. The provider must be new to L.A. Care's Medi-Cal network, but does not have to be new to Los Angeles County.
- b. Must commit to practice for at least 36 months of service with the hired contracted entity. If provider leaves before 36 months, the contracted entity is required to hire a replacement to complete the 36-month services obligation and will not be eligible to apply for PRP funding in subsequent cycles until the entity has replaced the provider.
- c. Provide at least 16 hours of direct patient care per week. The grant amount will be prorated with 32 hours of service used as a baseline for a 100% award.

IV. COMPETITIVE PROPOSALS

Competitive proposals will demonstrate the following features:

- a. Meets the contracted entity and provider criteria outlined in **Section III, Eligibility Criteria** above.
- b. Must primarily serve the Medi-Cal and/or the uninsured population.
- c. Contracted entity demonstrates the need for expansion.
- d. The contracted entity's service site is in a designated Medically Underserved Area (MUA) or a Health Professional Shortage Area (HPSA).

V. USE OF FUNDS

Applicants may request up to \$125,000 per provider. Applicants cannot apply for more than two (2) providers per cycle, and no more than four (4) providers across all three (3) funding cycles for FY 2019-20. Funds can be used for salary and benefits subsidies, sign-on bonuses, and/or relocation costs only. At least 50% of award must be used for salary and benefits subsidies.

VI. PROVIDER LOAN REPAYMENT PROGRAM

Contracted entities are also highly encouraged to refer *new* providers to L.A. Care's Medi-Cal network to *Elevating the Safety Net* **Provider Loan Repayment Program (PLRP)**. The **PLRP** will provide loan repayments of up to \$5,000 per month for 36 months, with an opportunity to extend for an additional two (2) years. For more information about this loan repayment program, please visit: www.lacare.org/elevateproviders. Although the two (2) programs (PRP and PLRP) are complementary, they have separate application processes. Acceptance to one (1) program does not automatically qualify applicant for the other.

VII. INFORMATIONAL CONFERENCE CALLS

To assist prospective applicants, L.A. Care Community Benefits staff will hold two (2) informational conference calls. There is no maximum number of staff per applicant who can participate, and applicants may attend either or both calls. During these informational calls, L.A. Care staff will provide an overview of the RFA, grant application content, deadlines, timelines, and answer any questions related to both the Provider Recruitment Program (PRP) and the Physician Loan Repayment Program (PLRP).

To benefit the most from the informational conference calls, please request the grant application materials from Community Benefits staff and review the RFA and Frequently Asked Questions (FAQs) documents (housed on the L.A. Care website) **BEFORE** the calls. Directions for requesting the grant application materials can be found by visiting: www.lacare.org/elevateproviders.

Prospective applicants are strongly encouraged to participate in at least one (1) informational call.
To register, please follow the links below:

- **Tuesday, January 14, 2020, 3:00 pm – 4:00 pm**
Registration site: <https://whoozin.com/CTG-9QG-TDQW-YRDQ>
Conference call dial-in: 844.907.7272 (Toll Free)
Access Code: 997.191.707

- **Tuesday, January 28, 2020, 3:00 pm – 4:00 pm**
Registration site: <https://whoozin.com/KPE-MRE-EPTU-NQFU>
Conference Call Dial-In: 844.907.7272 (Toll Free)
Access Code: 995.268.165

If you have any questions about registering for a call, email the Community Benefits department team at CommunityBenefits@lacare.org.

VIII. APPLICATION SUBMISSION

All application documents are due no later than **Thursday, February 6, 2020 before 2:00 p.m.**
There is a two-step application submission process:



1. Email:

- a. The email subject line should read: Contracted entity's Name, Provider Recruitment Program Cycle VI.
- b. Title and attach the following documents to email as follows:
 - i. Contracted entity's Name, Application, PRP Cycle VI, 2019-20 (**fillable Word**)
 - ii. Contracted entity's Name, Budget, PRP Cycle VI, 2019-20 (**Excel spreadsheet**)
 - iii. Contracted entity's Name, PRP Cycle VI, Signed W-9 (**PDF**)
 - iv. Contracted entity's Name, PRP Cycle VI, 501 (c) (3) IRS notification letter if a non-profit (PDF)
- c. Documents should be mailed directly to the Community Benefits department team at CommunityBenefits@lacare.org.
- d. Electronically submitted documents must be in the formats provided or as indicated. No other formats will be accepted other than what is specified in the RFA. No handwritten applications will be accepted.



2. Overnight Mail (e.g. FedEx) HARD COPIES of the followingg:

- a. One (1) signed original document plus six (6) copies, for a total of seven (7) packets. Staple the application form and budget as a set. Do **not** include any other hard copy materials beyond these two (2) documents.

We STRONGLY recommend sending your mailed copies via FedEx or UPS. Applicants may send materials through **USPS** but documents may take 3 – 4 days for arrival. Make double-sided copies for documents of two (2) or more pages.

Overnight hard copies to:

Roland Palencia
Director, Community Benefit Programs
L.A. Care Health Plan
1055 West 7th Street, 10th Floor,
Los Angeles, CA 90017

SUBMISSION REMINDERS

To qualify for the sixth cycle of funding, all electronic AND hard copies must arrive on or before 2:00 pm on Thursday, February 6, 2020. Please send overnight hard copies the day before the deadline.

Electronic documents must be in the formats provided or as indicated. No other formats will be accepted other than what is specified in the RFA.

Due to volume and potential confusion in tracking applications, hand-delivered applications, including courier services, will not be accepted and will be declined upon arrival.

Funding announcements will be made by late April 2020.

All decisions are final and there is no appeal process.



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