COVERED CALIFORNIA

Navigator Program Grant Webinar

TOPICS FOR WEBINAR

1. Navigator Grant Program Overview
- Program Goals
- Target Population
- Enrollment Statistics
- Navigator Role
- Grant Award Period
- Funding Priorities
- Eligibility

2. Navigator Grant Request for Application
- Application Criteria
- Multiple Application Submissions
- Collaborative Applications and Use of Subcontractors

3. Navigator Grant Application Process
- Grant Application Submission Method
- Letter of Intent to Respond
- Submission Structure
- Narrative Response Section
- Grantee Resources
- Grant Application Schedule
- Grantee Questions and Clarification

4. Navigator Grant Evaluation and Selection Process
- Evaluation Process
- Selection Criteria

NAVIGATOR GRANT PROGRAM OVERVIEW

- Will award up to **$5 million** in grants to qualifying entities to provide outreach, education and enrollment assistance to eligible uninsured individuals in California.

- Funded only by revenue generated by Covered California (may not be funded with federal dollars). Funding in future years will depend on availability of funding.

- Mandatory component of the Affordable Care Act.

- Organizations selected will work with Covered California to develop a strategic workplan for their region and/or target market segments that will leverage existing relationships within their communities to reach eligible consumers to enroll them in Covered California Plans.

- Enrollment data at the end of the first open enrollment period will be used to inform decisions about effective strategies and enrollment gaps.

- The Navigator Program will implement best practice program models and strategies to inform future Covered California strategies.
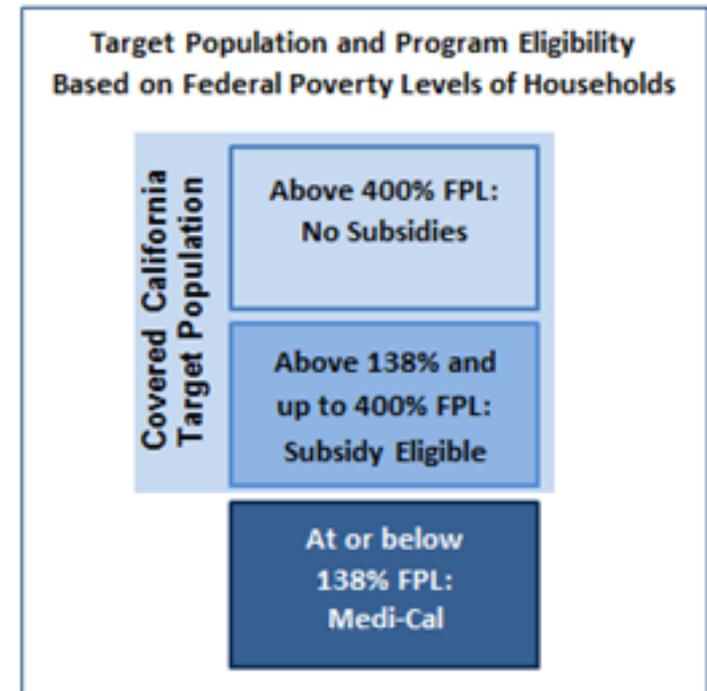
NAVIGATOR PROGRAM GOALS

- **Maximize enrollment** of eligible consumers in subsidized and unsubsidized Covered California Plans.

- Prioritize enrollment assistance to areas with the **largest concentrations of uninsured** individuals.

- Engage entities that maintain **trusted relationships** with target markets as defined by geography, employment sector, culture, language, or other shared characteristics, and possess the capacity to serve as an **integral part of Covered California's service delivery channels**.

- Maintain a **cost effective** grant program, given the $5 million available in funding.

- **Coordinate** with the In-Person Assistance Program and Outreach and Education Grant Program to ensure alignment and cost-effectiveness.

- The target population for the Navigator Program is consumers eligible for enrollment in Covered California Health Plans.

- This includes consumers with income over 138% of the Federal Poverty Level (FPL) who are eligible for subsidized and non-subsidized health coverage options.

- Navigators will also provide information and assistance with other insurance affordability programs, including the Medi-Cal Program.

Target Population and Program Eligibility Based on Federal Poverty Levels of Households

Covered California Target Population

- Above 400% FPL: No Subsidies
- Above 138% and up to 400% FPL: Subsidy Eligible
- At or below 138% FPL: Medi-Cal

Region	Subsidy-Eligible Individuals
North	195,000
Bay Area	257,400
Central CA	434,200
Los Angeles / Orange County	1,279,200
Inland	262,600
San Diego	171,600
Total Subsidy-Eligible Individuals	2.6 million

- California's vast, geographically diverse mix of rural and urban communities are unique and present outreach challenges.

- Most subsidy-eligible uninsured individuals live in 100 zip codes in 18 counties.

Subsidy-Eligible Population by Region

Northern California and Sierra Counties
100,000

Sacramento Area
130,000

Greater Bay Area
390,000

Alameda
80,000

Santa Clara
80,000

San Joaquin Valley
250,000

Fresno
65,000

Central Coast
140,000

San Bernardino
160,000

Riverside
180,000

Ventura
50,000

Southern California
750,000

Los Angeles
780,000

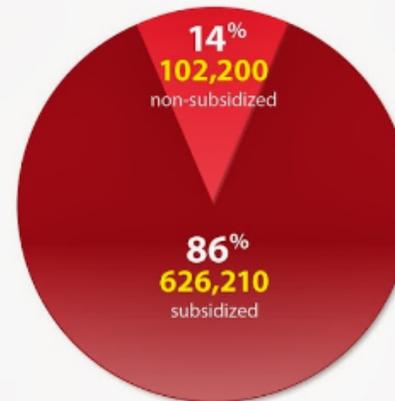Orange
200,000

San Diego
190,000

Covered California Enrollment Statistics Feb. 19, 2014
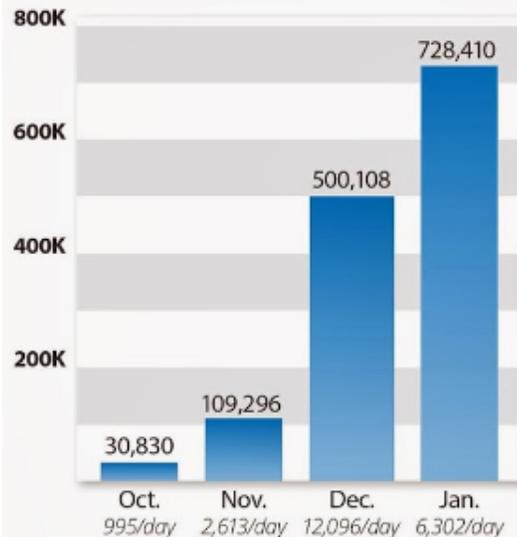
Covered California
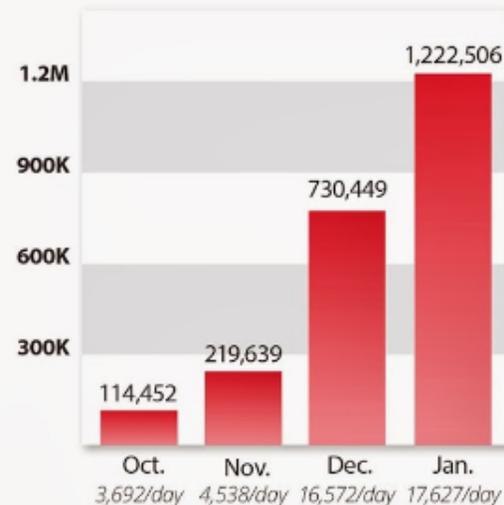Oct. 1–Jan. 31 Enrollment
Individuals Who Selected Plans

728,410

| Subsidy eligible | 626,210 |
| Not subsidy eligible | 102,200 |

14% 102,200 non-subsidized
86% 626,210 subsidized

Cumulative Enrollment

Oct.	Nov.	Dec.	Jan.
30,830	109,296	500,108	728,410
995/day	2,613/day	12,096/day	6,302/day

Cumulative Applications Completed
individual eligibility determinations

Oct.	Nov.	Dec.	Jan.
114,452	219,639	730,449	1,222,506
3,692/day	4,538/day	16,572/day	17,627/day

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Covered California Enrollment Statistics Feb. 19, 2014

Oct.-Jan. Enrollment by Metal Tier
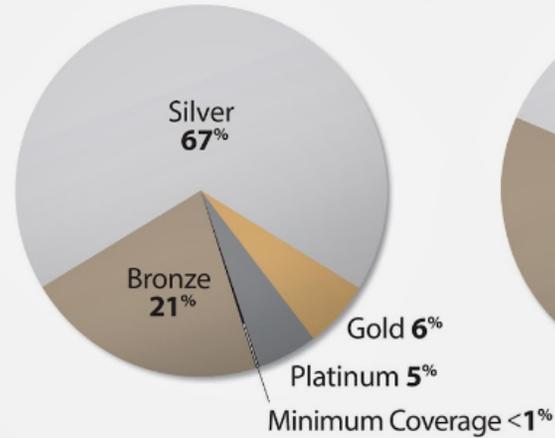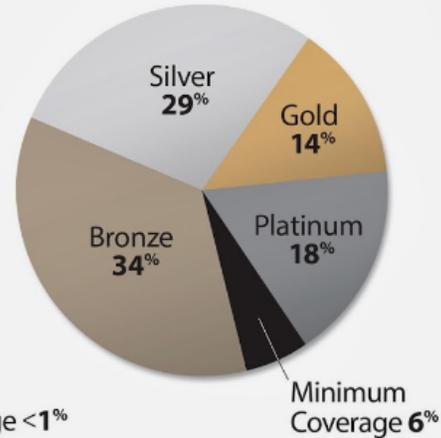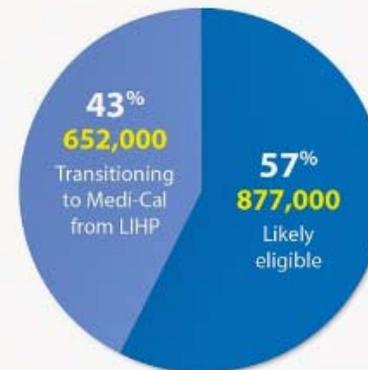
NAVIGATOR ROLE

* **Maintain expertise in Covered California Health Plans & conduct public education to raise awareness**

* **Provide fair, accurate, and impartial information and services**

* **Facilitate enrollment in insurance affordability programs (Medi-Cal and Premium Assistance Options)**

* **Provide referrals to appropriate resources for consumers with grievances, complaints, or concerns**

* **Conduct services in a culturally and linguistically appropriate manner, and ensure accessibility and usability for individuals with disabilities**

Note: Navigators will also be required to maintain knowledge of Covered California's Small Business Health Options Program (SHOP).

GRANT AWARD PERIOD

- The grant award period is from June 1, 2014 through December 31, 2014. During the entire term of the Agreement, Navigator Grantees will perform outreach and education activities.

- The majority of enrollment activities will occur during the 7-week Open Enrollment period, currently scheduled to begin October 15, 2014 through December 7, 2014 for a coverage effectuation date of January 1, 2015.

- Navigator Grantees will also provide enrollment assistance for consumers who have a qualifying life event and are eligible to enroll during the Special Enrollment Period.

- Applicant workplans, budgets and staffing plans should reflect the concentration of activity during this period and an understanding of Covered California's aggressive enrollment goals.

- Covered California may elect to extend Navigator Agreements based on an assessment of performance and program priorities and available funding.

NAVIGATOR PROGRAM FUNDING PRIORITIES

	Targeted Funding Pool	Regional Funding Pool
Purpose	Engage entities or collaboratives with access to targeted segments of eligible consumers that share common characteristics such as language, ethnicity or employment sector.	Engage collaboratives or entities to reach eligible consumers in each of the six established regions of the state.
Target Populations	Targeted populations with high levels of uninsured, such as hard-to-reach, young invincibles, Limited English Proficient, etc.	Six regions: North, Bay Area, Central, Los Angeles/Orange County, Inland, and San Diego
Funding Allocation	$1 - 2 million	Total of $3-4 million
Grant Award Sizes	$250,000 - $500,000	$250,000 - $2,000,000
Expected # of Awards	2 - 8	Maximum 6 (one per region)

REGIONAL FUNDING POOL

Rating Region	Subsidy-Eligible Individuals	% of State	Potential Grant Range
North	195,000	7.5%	$240,000 - $360,000
Bay Area	257,400	10%	$316,000 - $474,000
Central CA	434,200	17%	$534,000 - $801,000
Los Angeles/Orange County	1,279,200	49%	$1,573,000 - $2,360,000
Inland	262,600	10%	$324,000 - $486,000
San Diego	171,600	7%	$212,000 - $319,000
6 Regions	2.6 million subsidy-eligible Californians		$5 million Grant Funding

NAVIGATOR GRANT PROGRAM ELIGIBILITY

Entities *eligible* for Navigator Grants cover a broad range of organization types including:	
American Indian Tribe or Tribal Organizations	Non-Profit Community Organizations
Chambers of Commerce	Ranching and Farming Organizations
Cities, Counties or Local Government Agencies	Resource Partners of the Small Business Administration
Commercial Fishing Industry Organizations	Safety-Net Clinics (including Community Clinics, Free Clinics, FQHC, FQHC Look-Alikes, IHS Direct Services Clinics, IHS 638 Contracting or Compacting Clinics, IHS Urban Indian Health Centers)
Community Colleges and Universities	
Faith-Based Organizations	
Indian Health Services Facilities	School Districts
Labor Unions	Tax Preparers as defined in Section 22251(a)(1)(A) of the Business and Professions Code
Licensed Attorneys (e.g., Family Law Attorneys who have clients that are experiencing life transitions)	Trade, Industry, and Professional Organizations
The following entities are *ineligible* for Navigator Grants:	
Any entities or individuals licensed by the Department of Insurance	Licensed Health Care Institutions
Associations that include members of, or lobby on behalf of, the insurance industry	Licensed Health Care Providers
Health insurance issuers or stop loss insurance issuers	Recipients of any direct or indirect consideration from any health insurance issuer or stop loss insurance issuer in connection with the enrollment of any individuals or employees in a QHP or non-QHP
Licensed Health Care Clinics (except for Safety Net Clinics)	

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NAVIGATOR GRANT REQUEST FOR APPLICATION

Navigator Application Criteria:

Highly competitive applications will demonstrate:

- Cost-effective program

- Cultural competency

- Existing access and ability to reach target markets

- Organizations applying to the Regional Funding Pool should demonstrate established partnerships, or partnerships that can be quickly established

- Robust infrastructure to support intake, follow-up, and enrollments

- Driving enrollments as the cornerstone of the grantee workplan and budget

- Innovative enrollment events with specific marketing strategies

- Clear understanding of the populations to be targeted during the open enrollment period and the special enrollment period

Organizations may apply for funding from both the Targeted Population and Regional Funding pools.

Regional Funding Pool Requests:

- Applicants may apply to serve one or more regions
- Applicants must submit a separate application for each region they are proposing to reach
    - For example, if an organization proposes to reach both the North Region and the Inland Region, they must submit two regional applications
- Applicants must target _all counties_ within the region for which they request grant funding
- The maximum number of applications an applicant may submit is seven (7); one for each of the six regions and one for Targeted Population

- Covered California encourages applicants to submit **collaborative applications**. Collaborative applications should identify existing or emerging partnerships that can demonstrate operational readiness and the ability to meet aggressive enrollment goals. Collaborative applications should identify a lead organization, and list all other collaborative partners as subcontractors. It is the sole responsibility of the Grantee (lead organization) to ensure subcontractors meet the eligibility criteria and follow all other aspects of the Navigator Program.

- If a prospective applicant plans to subcontract any part of this effort, the Grant Application must include the information detailed in **Section A.2 - Subcontractor Information of the Electronic Grant Application (Attachment I).** In addition, the applicant and each Subcontractor must submit **Attachment II - Subcontractor Letter of Intent to Participate**. There is no provision for re-granting. The use of any subcontractor(s) must be fully explained in the Grant Application.

NAVIGATOR GRANT APPLICATION PROCESS, INSTRUCTIONS, AND SCHEDULE

GRANT APPLICATION PROCESS

- **A multi-step Grant Application process will be used to select the Navigator Grantees. The major steps include:**

  – Letter of Intent to Respond (Optional)

  – Grant Applicant Conference/Webinar (Optional)

  – Grant Application Submission (Required)

  – Grant Application Evaluation and Selection Process (Required)

  – Grant Award (Required)

- Entities are invited to submit a Grant Application for consideration. Applicants must respond to each narrative question completely, and should not reference other sections of the Application to supplement their responses, as each section will be scored independently. Content that is provided beyond the stated character limits for each section will not be reviewed or scored.

- Applicants must ensure that their application complies with the instructions contained in this Request for Application (RFA) document.

- Covered California will only accept Applications that are submitted electronically. Paper copy submissions will <u>not</u> be accepted. Applications must be submitted electronically at www.healthexchange.ca.gov/Pages/NavigatorProgram.aspx.

  - Grant applications are due and <u>must be submitted by March 21, 2014 (by 5:00 p.m. PST).</u>

  - Online Application is available at: www.ccgrantsandassisters.org

- Potential Applicants should submit a Letter of Intent to the Single Point of Contact identified in Section 3.1, by the date and time specified in Section 3.2.1 - Grant Application Schedule. However, the Letter of Intent is optional.

- A list of organizations that have submitted a Letter of Intent will be posted unless an organization requests otherwise in its letter. The Letter of Intent may be submitted via email or by mail to the Single Point of Contact.

- Covered California encourages organizations to send the Letter of Intent as soon as the entity believes that it will be applying for the Grant Program. In addition, Applicants that submit a Letter of Intent will receive updates via email regarding any new program or modifications to the timeline. Such information and modifications to the timeline will be posted at www.healthexchange.ca.gov/Pages/NavigatorProgram.aspx.

1Soultion Premier Concepts

2-1-1 San Diego

Access California Services

Alliance Health Clinic

AltaMed

Antelope Valley Community Clinic

APLA Health & Wellness

BAART Programs

Bay North Community Development Program

California Black Chamber of Commerce

Catholic Charities of California Inc.

Central Valley Bookkeeping, Inc.

Central Valley Health Network

Centro La Familia Advocacy Services, Inc.

Chinese Culture & Art Heritage Foundation

City of Long Beach Department of Health and Human Services

Coalition for Humane Immigrant Rights of Los Angeles

Dejavu Foundation

Eligibility Plus

GRCN Connecting Communities

Healthy Community Forum for the Greater Sacramento Region

Home Start

JWCH Institute

J & L Staffing

Libreria Del Pueblo, Inc.

Loma Linda University

Madera County Public Health Department

Merced County Community Action Agency

Quinn Community Outreach Corporation

Rainbow Community Center

Riverside Community Health Foundation

San Bernardino Employment and Training Agency

Sister-2-Sister Inc.

Social Action and You

St. John's Well Child & Family Center

T.C.U. Community Partnership Inc.

The Best Practices Group, Inc.

Vermont Village Community Development Corporation, Inc.

West Angeles Community Development

West Valley Community Services

Youth Policy Institute

NAVIGATOR GRANT APPLICATION SUBMISSION STRUCTURE

The Applicant must submit their attachment worksheets in accordance with the outline structure reflected in the following table. All Applications must be submitted online through the Navigator Grant Application and Evaluation System.

Attachment #	Title of Worksheet or Form
A.1	General Applicant Information
A.2	Subcontractor Information (if applicable)
B.1	Narrative Sections
B.1.1	Cover Letter
B.1.2	Qualifications and References
B.1.3	Proposed Personnel
B.1.4	Approach to Statement of Work
B.1.5	Project Costs
B.2	County Funding Information
B.3	Experience with Target Population
B.4	Subcontractor Assignments
B.5	Applicant Worksheet Uploads
	Budget Worksheet
	Navigator Activity Workplan
	Navigator Staffing Plan Worksheet

Cover Letter (3,000 characters maximum/1 page):

Include a cover letter (on company letterhead) with the following information:

- Title of this grant Application and submission date of the proposal;
- Funding Pool from which funding is requested along with requested funding amount;
- A summary of proposed project, including a description of the populations, and communities targeted by the project, proposed approach and likely impact; and
- Signature of an individual authorized to enter into contracts on behalf of the proposer.

Qualifications and References (6,000 characters maximum/2 pages)

- Overall description of the Applicant organization as it relates to the Applicant's ability to provide enrollment assistance;
- If applicable, the nature of the collaborative, mission, qualifications, experience, and role of each partner
- Describe operational readiness in response to aggressive enrollment goals;
- Knowledge of and experience with ACA and the role of Covered California; and
- Two letters of recommendation from prior collaborative agencies.

Proposed Personnel (6,000 characters maximum/2 pages)

- Describe the strategy for staffing enrollment activities and why this approach is effective in meeting aggressive enrollment goals;

- Applicant's and subcontractors' current staffing capacity to perform services and hiring schedule;

- Brief biographies of Project Manager and Senior Staff who will oversee the Navigator grant project;

- The role of each collaborative partner in the project, and the value added to the proposed enrollment campaign; and

- The education level– including specialized certifications– and relevant training related to health care, the Affordable Care Act, and/or outreach, education and enrollment.

Approach to Statement of Work

1. **Target Population (Maximum 3,000 characters/1 page)**

   - Describe how the Applicant assessed the needs of the target population and how their approach meets the needs of these populations

   - Identify influencers and potential partners in the target population

   - Describe the nature of the Applicant's relationship with the target population, approach to reaching market segments, and how the Applicant will be seen as a trusted source.

2. **Workplan (Maximum 12,000 characters/4 pages)**

   - Describe Applicant's proposed approach and strategy for reaching uninsured and subsidy-eligible consumers, as well as the plan for marketing and promoting the proposed enrollment activities

   - Describe Applicant's approach to maximizing enrollments during the Open Enrollment period, including enrollment events, activity settings and venues

   - Describe the Applicant's existing infrastructure and/or relationships that would facilitate their ability to address the needs of the target population.

3. **Approach to Project Management and Quality Assurance (Maximum 3,000 characters/1 page)**

   - Describe the Applicant's plan for establishing enrollment goals, managing staff, and monitoring progress towards project goals

   - Describe the Applicant's understanding of timeline-related challenges

   - Describe the Applicant's confidentiality policy and approach to HIPAA compliance.

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Project Costs (Maximum 3,000 characters/1 page)

- Provide a budget narrative describing cost-effectiveness and why the costs are appropriate for accomplishing the goals and objectives;
- Majority of grant funds should be used to drive toward suggested enrollment targets;
- Grantees must concentrate expenditures during the Open Enrollment period;
- 15% Administrative Overhead and 10% Equipment allowances are allowable in budget. Equipment expenses must not exceed $50,000.
- Complete and submit Attachment A.5 – Budget Worksheet

Benchmarks

Grant Size	Admin Allowance	Equipment Fund	Outreach & Education	Enrollment Activities	Completed Applications*	Potential Number of Enrollments
	15%	10%	11%	64%	# of Applications	2 People Per App
$250,000	$37,500	$25,000	$27,500	$160,000	2,500 - 5,000	5,000 - 10,000
$500,000	$75,000	$50,000	$55,000	$320,000	5,000 - 10,000	10,000 - 20,000
$1,000,000	$150,000	$100,000	$110,000	$640,000	10,000 - 20,000	20,000 - 40,000
TOTAL $5,000,000	**$750,000**	**$500,000**	**$550,000**	**$3,200,000**	**50,000 - 100,000**	**100,000 - 200,000**

*Based on a range of $50 - $100 per completed application derived from the total grant award
** Equipment fund is 10% of total Grant Award, but in no instances may exceed $50,000

- **Applicants are strongly encouraged to review the documents listed below to better understand the eligible populations that qualify for health care coverage. This information is very important for applicants to understand when identifying their geographic areas and/or target populations in their Grant proposal. These documents, along with other helpful resources, such as links to Covered California's partners are posted at: www.healthexchange.ca.gov/Pages/NavigatorProgram.aspx.**

  - UCLA CalSIM 1.8 Model

  - NORC Marketing Consumer Baseline/Segmentation Study

  - Top 100 Zip Codes

SINGLE POINT OF CONTACT

Applicants may **only** contact the Single Point of Contact as noted below for any matters related to this Grant Application.

Comments or questions must be submitted in writing utilizing the Grant Program Question Submission Form, provided in Appendix C of the Grant Application.

Physical Address	**Richard Heath and Associates, Inc.** **7625 N. Palm Ave #107** **Fresno, CA 93711**
Mailing Address	**Richard Heath and Associates, Inc.** **Deputy Director** **7775 N. Palm Ave.** **Suite 102 - 66** **Fresno, CA 93711**
Phone	**(866) 622-5252 (Grants Help Desk)**
Fax	**559-436-5929**
E-mail	**grantinfo@ccgrantsandassisters.org**

GRANT APPLICATION SCHEDULE

The following table outlines the schedule of important dates and has been updated to align with the RFA:*

Activity	Date
Release of Request for Application	Feb. 12, 2014
Letter of Intent to Respond Due	Feb. 18, 2014
Grant Applicant Webinar with Questions and Answers	Feb. 25, 2014 at 11 am
Round 1 Response to Questions Received through Feb. 28: Posted on Exchange Website	March 3, 2014
Last Day to Submit Inquiries and Questions	March 7, 2014
Round 2 Response to Questions Received through March 7: Posted on Exchange Website	March 14, 2014
Applications Due from Applicants	March 21, 2014
Grant Application, Evaluation and Selection Process	March 24 – May 2, 2014
Notification of Intent to Award Posted on the Exchange's Website	May 5, 2014
Last Day to Submit Protest	May 12, 2014

***Dates are subject to change**

- Covered California will accept written questions or concerns related to this Grant Application and/or its accompanying materials, instructions, or requirements, until the date and time specified in Section 3.2.1 – Grant Application Schedule. Applicants are encouraged to send questions as they arise.

- Organizations may submit questions by completing the Grant Program Question Submission Form, located at www.healthexchange.ca.gov/Pages/NavigatorProgram.aspx, and sending the Form via e-mail or by mail, to the Single Point of Contact. The last day to submit inquiries is March 7, 2014 by 5 p.m. Please reference the "Navigator Program" in the subject line when submitting inquiries.

- Questions received after the deadline are not guaranteed to be answered. Covered California may, at its sole discretion, post responses to questions at the date and time specified in Section 3.2.1 - Grant Application Schedule.

- All questions must be submitted using the Question Submission Form and sent via email or mail to the single point of contact.

NAVIGATOR GRANT EVALUATION & SELECTION PROCESS

NAVIGATOR GRANT APPLICATION EVALUATION PROCESS

The evaluation process will use a 100-point rating based on the following factors:

Section B	Section Title	Point Value
1.2	Qualifications and References	20 points
1.3	Proposed Personnel	20 points
1.4	Approach to Statement of Work	40 points
1.5	Project Costs	20 points

Covered California will select Grantees based on an assessment of the best overall value to implement outreach, education, and enrollment activities to the target populations. Covered California is not required to select the lowest priced Application submitted.

Covered California will thoroughly review responses to this Application and will consider the following:

1. Covered California will award grants to a variety of organizations, in which the funding allocation reflects and represents the diversity of those eligible for coverage in California in the Regional and Targeted Funding Pools.

2. Applications will be evaluated based on approaches that align with the Navigator Program's purpose, goals, and objectives.

3. Applicants with innovative proposals that demonstrate how they plan to maximize enrollments in their target areas will be highly considered.

4. Applicants must have innovative staffing plans that demonstrate their ability to meet the surge in enrollments that will occur during the Open Enrollment period.

5. Applications must propose to conduct outreach, education, and enrollment activities in locations and venues conducive to one-on-one enrollment assistance and confidentiality standards.

6. The Applicant's proposed approach to the Statement of Work is effective, innovative, and evidence-based.

7. Navigator Grant activities must be distinctive activities from other funded activities.

8. Only organizations that conduct outreach, education and enrollment activities to populations who are eligible for subsidized or unsubsidized (i.e. above 138% FPL) coverage available through Covered California will be considered for grant funding.

Role and Responsibility	Funding Source	Federal or State
Certified Insurance Agents: Licensed by the CA Dept. of Insurance. Sell Covered California Health Insurance Plans in the individual and small business markets.	Health Insurance Company (Qualified Health Plan)	No Federal Requirement. State Regulation.
Plan Based Enroller: Employee of a Covered California Qualified Health Plan. Assists plan members in enrolling into Covered California.	Health Insurance Company (Qualified Health Plan)	No Federal Requirement. State Regulation.
Certified Educator: Work for a Covered California Outreach and Education Grant Recipient. Do not provide assistance with filling out the application. Grant period is July 2013 – December 2014.	Covered California $43 million Outreach and Education Grant (Federal Grant)	No Federal or State Requirement.

Role and Responsibility	Funding Source	Federal or State
Certified Enrollment Counselor: Work for an Enrollment Entity. Provide In-person enrollment assistance. $58 payment per application that results in effectuation of coverage; $25 renewal. $58 new Medi-Cal enrollment.	$21 million Consumer Assistance Initiative (Federal Grant). Medi-Cal payment from DHCS.	No Federal Requirement. State Regulation.
Navigator (Certified Enrollment Counselor): Work for a Covered California Navigator Grant Recipient. Conduct outreach, education, and enrollment assistance. Grant period is June 2014 – December 2014.	$5 million Navigator Grant. Self-sustainable budget.	Federal Requirement. State Regulation.
Certified Application Counselor: Work for an Enrollment Entity that has an economic incentive to enroll consumers. Provide non-compensated enrollment assistance and must disclose their conflict of interest to the consumer in writing prior to enrollment assistance.	Covered California does not compensate for enrollment assistance work.	Federal Requirement. State Regulation.

TOTAL THREE MONTH ENROLLMENT VS. BASE SIX MONTH PROJECTION (ETHNICITY AND RACE)

	Base Projection for 3/31/2014	Total Enrolled (with plan selection) on	% of Total	Difference from Base Projection for 3/31/14	Performance to date (% of 3/31/14 base projection)
White	194,000	179,615	43.7%	(14,385)	93%
Asian	83,000	92,142	22.4%	9,142	111%
Latino	265,000	74,090	18.0%	(190,910)	28%
Black or African American	22,000	10,867	2.6%	(11,133)	49%
Mixed Race	16,000	25,160	6.1%	38,253	339%
American Indian and Alaska Native		917	0.2%		
Native Hawaiian and Other Pacific Islander		730	0.2%		
Other		11,172	2.7%		
Unknown Race/Non-Latino		16,274	4.0%		
Grand Total	**580,000**	**410,967**	**100%**		

TOTAL THREE MONTH ENROLLMENT VS. BASE SIX MONTH PROJECTION (REGION)

Regions	Base Projection for 3/31/2014	Total Enrolled (with plan selection) on 12/31/2013	Difference from Base Projection for 3/31/14	Performance to date (% of 3/31/14 base projection)
Northern CA	22,571	20,591	(1,980)	91%
Greater Bay Area	89,599	116,635	27,036	130%
Sacramento	28,726	27,227	(1,499)	95%
San Joaquin	58,137	32,875	(25,262)	57%
Central Coast	32,602	35,301	2,699	108%
Los Angeles	177,602	132,209	(45,393)	74%
Other Southern CA	170,763	135,270	(35,493)	79%
Total	**580,000**	**500,108**	**(79,892)**	**86%**

Specific Counties

Fresno	14,500	6,748	(7,752)	47%
Orange	44,392	50,016	5,624	113%
San Diego	43,054	45,081	2,027	105%
San Bernardino	35,692	16,057	(19,635)	45%
Riverside	40,377	23,417	(16,960)	58%

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**Deadline to Submit
Inquiries and Questions is
March 7, 2014 at 5 p.m.**

Question Submission Form

grantinfo@ccgrantsandassisters.org

**Application Deadline:
March 21, 2014 at 5 p.m.**