# School Health Demonstration Project Local Educational Agency Pilot Participant Selection Request for Applications

**Two-Year Period**

**January 1, 2023 to December 31, 2024**

****

**Office of School-Based Health Programs**

**Whole Child Division**

**Student Support Services Branch**

**California Department of Education**

**1430 N Street, Suite 5206**

**Sacramento, CA 95814**

**Application Deadline:**

**5 p.m.  
Monday, October 10, 2022**

Table of Contents

[Program Description 3](#_Toc113606014)

[Introduction 3](#_Toc113606015)

[Overview 4](#_Toc113606016)

[Eligibility Criteria 5](#_Toc113606017)

[Selection of Local Educational Agency Pilot Participants 5](#_Toc113606018)

[Timeline 6](#_Toc113606019)

[Expectations of Request for Applications Awardees 7](#_Toc113606020)

[Responsibilities of Local Educational Agency Pilot Participants 7](#_Toc113606021)

[Reporting Requirements 8](#_Toc113606022)

[Funding 9](#_Toc113606023)

[Grant Award Notification and Disbursement of Funds 9](#_Toc113606024)

[Budget Activities and Costs 10](#_Toc113606025)

[Administrative Indirect Cost Rate 10](#_Toc113606026)

[Submission Process 10](#_Toc113606027)

[Application Formatting Requirements 10](#_Toc113606028)

[Application Review 11](#_Toc113606029)

[Application Narrative 11](#_Toc113606030)

[Prompt 1: Demonstrated Need for Health and Mental Health Services for Pupils (40 points) 12](#_Toc113606031)

[Prompt 2: Applicant’s Capacity (20 points) 12](#_Toc113606032)

[Prompt 3: Commitment of the Applicant’s Leadership to Expand Health and Mental Health Services for All Pupils (20 points) 12](#_Toc113606033)

[Prompt 4: Willingness to Reinvest Increased Reimbursements (20 points) 13](#_Toc113606034)

[Scoring Rubric 13](#_Toc113606035)

[Prompt 1: Demonstrated Need for Health and Mental Health Services for Pupils—40 Points 14](#_Toc113606036)

[Prompt 2: Applicant’s Capacity—20 Points 15](#_Toc113606037)

[Prompt 3: Commitment of the Applicant’s Leadership to Expand Health and Mental Health Services for All Pupils—20 Points 16](#_Toc113606038)

[Prompt 4: Willingness to Reinvest Increased Reimbursements—20 Points 17](#_Toc113606039)

[School Health Demonstration Project—Application Checklist 18](#_Toc113606040)

## Program Description

### Introduction

The California Department of Education (CDE) is accepting applications from local educational agencies (LEAs) to participate in the School Health Demonstration Project. The School Health Demonstration Project is a pilot project to expand comprehensive health and mental health services to public school pupils by providing LEAs technical assistance and support that builds the capacity for programmatic sustainability by leveraging multiple revenue sources.

The CDE will select up to 25 LEAs who will receive support for a two-year period from Technical Assistance Teams, selected by the CDE, that have direct experience with Medi-Cal billing and drawing down other state and federal funding resources that can increase support for needed services at school sites. The goal of the School Health Demonstration Project is to increase capacity at those LEAs by securing federal reimbursement and other revenue sources for health and mental health services provided to pupils.

The Technical Assistance Teams will provide LEAs guidance on general and special education mental health programs, school finance, health care, Medi-Cal managed care contracting and benefits, Medicaid billing, and data analysis.

To submit a proposal to the CDE and be considered for selection, applicants must be an LEA, defined for the purposes of this application as a school district, county office of education (COE) or charter school.

The Education Omnibus Budget Trailer Bill of 2021–22 (Section 4 of Assembly Bill 130 (Chapter 44, Statutes of 2021) as amended by Section 1 of AB 167 (Chapter 252, Statutes of 2021), codified California *Education Code* (*EC*) Section 49421, which can be found on the California Legislative Information web page at <https://leginfo.legislature.ca.gov/faces/billNavClient.xhtml?bill_id=202120220AB167>. This law authorizes the CDE, in consultation with the State Department of Health Care Services (DHCS) <https://www.dhcs.ca.gov/services>, to select up to 25 LEAs as pilot participants in the School Health Demonstration Project.

The total budget for this RFA is $5 million for work commencing on January 1, 2023, and ending December 31, 2024. Each LEA selected to serve as a pilot participant shall receive up to $100,000[[1]](#footnote-1) per year for each of the two years it participates in the pilot project. These funds shall be used for contracting with one of the Technical Assistance Teams, selected by the CDE, and may also be used to address needs identified by the in-depth analysis conducted by the Technical Assistance Teams. The Technical Assistance Teams will be selected under a separate Request for Applications (RFA).

## Overview

*EC* Section 49421 authorizes the CDE, in consultation with the DHCS, to select up to 25 LEAs to serve as pilot participants who will receive training and technical assistance, from teams selected by the CDE, on the requirements for health care provider participation in the Medi-Cal program enabling LEAs to participate in, contract with, and conduct billing and claiming through all of the following:

1. The Local Educational Agency Medi-Cal Billing Option Program (LEA BOP).
2. The School-Based Medi-Cal Administrative Activities (SMAA) Program.
3. Contracting or entering into a Memorandum of Understanding (MOU) with Medi-Cal managed care plans as a participating Medi-Cal managed care plan contracting provider.
4. Contracting with or entering into a MOU with county mental health plans for specialty mental health services.
5. Contracting with community-based providers to deliver health and mental health services to pupils in school through contracts with Medi-Cal managed care plans or county mental health plans.

The Technical Assistance Teams will work with each pilot participant to do all of the following, under the direction of the CDE:

1. Conduct an analysis of all of the following related to the pilot participants:

(A) The need for health and mental health services for pupils.

(B) The current capacity within the LEA to meet those needs.

(C) Current participation in the LEA BOP and the SMAA Program.

(D) The barriers to participating in the LEA BOP and SMAA Program.

(E) Any existing partnerships with county agencies or community-based agencies to provide health and mental health.

1. Work with LEA staff to establish or expand the expertise necessary to maximize federal reimbursement revenue through an analysis of past claims and review eligible school expenditures to ensure maximum usage of potential Medi-Cal reimbursements, including the Early and Periodic Screening, Diagnostic and Treatment Program (EPSDT) services provided to eligible pupils.
2. Facilitate the exploration of opportunities to collaborate with county mental health plans, Medi-Cal managed care plans, and private health care service plans and health insurers to establish partnerships through MOUs or other means to coordinate the funding and provision of health and mental health services to pupils.
3. Complete, and provide to the CDE, a final report at the conclusion of the pilot project with data on any increases in the level of health and mental health services provided to pupils in the LEA, any improved measurable outcomes for pupils, increased funding secured, plans for ongoing sustainability of health and mental health services beyond the pilot project period, and recommendations on maximizing federal reimbursement and other revenue sources to provide effective health and mental health services to pupils.

### Eligibility Criteria

For the purpose of this grant, eligible applicants must be public school districts, charter schools, and/or COEs that are either not currently participating in School-Based Medi-Cal billing programs or who are currently participating in School-Based Medi-Cal billing programs, including LEA BOP and SMAA, and need support and technical assistance to increase their reimbursement claims.

### Selection of Local Educational Agency Pilot Participants

Up to 25 awardees will be chosen by the CDE, in consultation with DHCS, from among the applicants that score at least 70 percent of the total 112 points possible on the Narrative and Applicant Information Form (78 points minimum to be eligible for consideration). While applicants with the highest scores will be given strong consideration in determining awards, scores are not the sole factor in making awards. The CDE has reasonable discretion, along with its partners, to determine how many awards to make (no more than 25) and which applicants ultimately receive the award. Factors such as ensuring the distribution of awards among the various geographical regions in the state, balancing urban, suburban and rural LEAs, and serving LEAs with a high percentage of unduplicated pupil count (Free or Reduced-Price Meals, English Language Learners and Foster Youth) will also be considered in making awards.

The CDE will consider the following factors in selecting the LEA pilot participants:

1. Demonstrated need for health and mental health services for pupils.
2. Commitment of the Applicant to expand health and mental health services for students and their families through school-based services and/or school-connected, community-based services.
3. Willingness to reinvest increased reimbursements gained through the pilot project into direct health and mental health services for pupils.
4. Unduplicated pupil count for the LEA and/or specifically identified school site.
5. Geographic diversity of the state including representation from urban, suburban and rural LEAs.

### Timeline

| **Date** | **Activity** |
| --- | --- |
| September 8, 2022 | RFA Release Date |
| September 20, 2022  1–2 p.m. | Informational Webinar  Register in advance for this webinar located at  <https://us02web.zoom.us/webinar/register/WN_o0oZm8NORJ6q0xc9_yXgfA> |
| October 10, 2022 | Applications due to CDE via email by 5 p.m.  Submit to [Wellness@cde.ca.gov](mailto:Wellness@cde.ca.gov) |
| October 11, 2022 | Notification of Disqualification of Applications |
| October 12–14, 2022 | Scoring of Applications |
| October 21, 2022 | Intent to Award Announced |
| October 24 to December 31, 2022 | Technical Assistance Teams and Pilot Participants Contracting Period |
| December 31, 2022 | Budget Workbook and Narrative Due |
| January 1, 2023 | School Health Demonstration Project Begins |
| September 1, 2024 | Technical Assistance Summary Report Due |
| December 31, 2024 | School Health Demonstration Project Ends |
| January 1, 2025 | Report to the Legislature Due |

\*The above timeline is estimated and is subject to change. Any changes will be posted on the CDE RFA School Health Demonstration Project web page at <https://www.cde.ca.gov/fg/fo/r29/shdplearfa21.asp>. It is the responsibility of applicants to check this page for any changes.

Following the pilot LEA selection process, LEAs will have an opportunity to meet with the Technical Assistance Teams, to learn about their services, and will rank them according to their preferences. The LEAs will collaborate with the CDE to select the Technical Assistance Team best suited to help them reach their articulated program goals. This selection will be based on compatibility, regional proximity, and expressed preference by the LEA. However, CDE reserves the right to create a balanced and equitable structure to ensure LEA pilot participants are equally distributed among the Technical Assistance Teams.

LEA pilot participants will then enter into a contract with the identified Technical Assistance Team, and upon mutual agreement, will commence agreed upon activities by January 1, 2023. Once the contract between the LEA and the Technical Assistance Team has been executed, the LEA will be responsible for completing the budget workbook and narrative provided by the CDE (due to the CDE by December 31, 2022).

For two years, commencing January 1, 2023, and ending December 31, 2024, the pilot participants and the Technical Assistance Teams will constitute the School Health Demonstration Project.

## Expectations of Request for Applications Awardees

### Responsibilities of Local Educational Agency Pilot Participants

LEAs will be expected to contract with their selected Technical Assistance Teams by December 31, 2022. The contracts must indicate the type of support proposed, how the support will be delivered, describe the anticipated outcomes, and be in conformance with all CDE requirements as stated in the Technical Assistance Team RFA and this RFA.

The CDE will not be involved in the contracting arrangements negotiated between any Technical Assistance Team and the pilot participants. However, at a minimum, the following must be included in the contract that will be executed between each Technical Assistance Team and the pilot participant:

* A detailed Scope of Work for the Technical Assistance Team. Scope of Work must include collaboration with all Technical Assistance Teams to produce the Technical Assistance Summary Report.
* A deliverable to the CDE for the Technical Assistance Summary Report, due September 1, 2024.
* Attendance at the quarterly School Health Demonstration Project meetings.
* Collaboration on the development of the Report to the Legislature on the School Health Demonstration Project.
* If the Technical Assistance Team bills for services rendered on an hourly basis, the average hourly fee must not exceed $200.

LEA pilot participants will be required to complete and submit the Cost and Reimbursement Comparison Schedules (CRCS) on an annual basis, by the due date, as required during the two years of this pilot project. The LEAs will be required to consult with the DHCS to determine how funds from this RFA are reported and submitted on the annual CRCS.

LEA pilot participants will be required to maintain ongoing communication with the CDE and participate in regularly scheduled meetings between the Technical Assistance Teams, the pilot participants, the CDE and DHCS.

### Reporting Requirements

#### Budget Workbook and Narrative (Due by December 31, 2022)

Once selected, LEA pilot participants will receive a Budget Workbook and Narrative template for the project period covering January 1, 2023 to December 30, 2024. LEA pilot participants will collaborate with their contracted Technical Assistance Team to complete and submit the Budget Workbook and Narrative to the CDE by December 31, 2022.

Pursuant *EC* Section 49421, these funds shall be used for contracting with one of the Technical Assistance Teams, identified by the CDE, and may also be used to address needs identified by the in-depth analysis conducted by the Technical Assistance Teams. The CDE will review and approve the LEA pilot participants’ two-year budgets.

#### Technical Assistance Summary Report

The technical assistance teams will work with their contracted pilot participants to complete one final report on their pilot participants, which will be due to the CDE by September 1, 2024, with data on the following for each pilot participant:

* Increases in the level of health and mental health services provided to pupils;
* Improved measurable academic and behavioral outcomes for pupils;
* Increased funding secured;
* Plans for ongoing sustainability of health and mental health services beyond the pilot project period; and
* Recommendations on maximizing federal reimbursement and other revenue sources to provide effective health and mental health services to pupils.

#### Report to the Legislature on the School Health Demonstration Project

In addition to the Technical Assistance Summary Report, the CDE, in consultation with DHCS, participating LEAs, and the Technical Assistance Teams, shall prepare and submit a report to the relevant policy and fiscal committees of the Legislature on or before January 1, 2025. The CDE will solicit input from the Technical Assistance Teams and the pilot participants and will include all of the following components in the Report to the Legislature:

* Best practices developed by LEAs that ensure every pupil receives an uninterrupted continuum of effective care services.
* Program requirements and support services needed for the LEA BOP, the SMAA Program, and medically necessary federal EPSDT benefits, to ensure ease of use and access for LEAs.
* Total dollars drawn down from federal sources by LEAs participating in the pilot project.
* The number of pupils receiving health and mental health services by participating LEAs throughout the course of the pilot project, including breakdowns by subgroups, and measurable improved outcomes for those pupils.
* Recommendations for expanding the program statewide, including an estimate of the cost of fully funding an ongoing technical assistance and support program on a statewide basis.
* Strategies for working with DHCS to coordinate, streamline, and prevent the duplication of Medi-Cal covered services.
* Recommendations on specific changes needed to state regulations or statute, the need for approval of amendments to the state Medicaid plan or federal waivers, changes to implementation of federal regulations, changes to state agency support and oversight, and associated staffing or funding needed to implement recommendations.

Each LEA will be required, as a condition of receiving grant funds, to provide *timely* feedback and summarize data to ensure that CDE can meet this reporting requirement by January 1, 2025.

## Funding

The total funding available for the School Health Demonstration Project is $5 million, distributed to up to 25 pilot participants. LEAs selected to serve as a pilot participant shall receive up to $100,000 per year for the two years they participate in the pilot project. Funds shall be used for contracting with one of the Technical Assistance Teams, selected by the CDE, and may also be used to address needs identified by the in-depth analysis conducted by the Technical Assistance Team.

### Grant Award Notification and Disbursement of Funds

Applicants selected for funding will receive a Grant Award Notification (GAN): the official CDE document that awards funds to local projects. The Grantee must sign and return the GAN to the CDE before project work may begin and disbursement of funds can be made.

A total of 50 percent (up to $50,000) of $100,000, representing Program Year 1, will be disbursed as an initial award. The release of funds will be contingent upon CDE’s receipt of the (original) signed GAN. After the Grantee has expended the initial 50 percent of the grant award, the CDE will release further payments upon receiving and approving the quarterly expenditure reports. The final payment for Program Year 1 is scheduled for disbursement when the CDE has timely received and approved all required quarterly expenditure reports.

Program Year 2 funds will be distributed in the same manner and with the same requirements.

## Budget Activities and Costs

Since the budget is determined in part by the analysis conducted by the LEA’s Technical Assistance Team, the budget will be completed once the LEA pilot participants have begun working with their team. The final budget will require CDE approval to ensure it is aligned with the activities described in the contract between the LEA and Technical Assistance Team.

CDE will provide guidance on allowable activities and costs to the selected LEAs.

### Administrative Indirect Cost Rate

Information regarding indirect cost rates, as well as responses to frequently asked questions, are available on the CDE Indirect Cost Rates web page at <https://www.cde.ca.gov/fg/ac/ic/>.

### Submission Process

All applications will be screened for compliance, as noted in the Eligibility Criteria section. Applications meeting the eligibility criteria outlined in this RFA, as well as the submission requirements listed below, will then be evaluated using the Scoring Rubric to determine whether the LEA will be selected for the pilot project. As far as submission requirements, applications must:

1. Be submitted as a PDF via email to [Wellness@cde.ca.gov](mailto:Wellness@cde.ca.gov) by **Monday, October 10, 2022, by 5 p.m. Responses received after the deadline will not be considered.** **The email must include a contact name, email address, phone number, and the name of the LEA. The email must also include School Health Demonstration Project Local Educational Agency Pilot Participants RFA in the subject line.** The applicant will receive email confirmation when the application is received by the CDE.
2. Complete and include the Applicant Cover Page (Attachment 1) with the required information and the LEA Superintendent or Designee signature. The Applicant Cover Page will not count toward the application page limit.
3. Include a narrative of no more than 12 pages (including charts and graphs with data), with Arial 12-point font and one-inch margins, which addresses Prompts 1–4 in the Application Narrative section.
4. Include resumes or Curriculum Vitae (CV) of key project staff. The resumes/CVs will not be counted as part of the 12-page narrative for number 3 above. Resumes or CVs will be included in the scoring of Prompt 2 (sub prompt 3).

### Application Formatting Requirements

Applications must adhere to the following formatting requirements:

* The application narrative must be in 12-point Arial font, single-spaced, normal character spacing, with one-inch margins. Tables or boxes used to present narrative information in text form must be in 12-point Arial font. The CDE will screen applications to ensure compliance with these requirements. The CDE has the discretion to waive minor, non-substantive variances, but any applications not meeting the formatting requirements may be deemed disqualified. If an application is disqualified, it will not be considered for scoring or further review and the applicant will be informed in writing of the disqualification.
* Applications must be submitted electronically using portrait, standard 8½- by 11-inch page size. The application narrative shall not exceed 12 pages. If the application narrative exceeds the 12-page limit, the CDE will not allow application reviewers to score the additional pages.
* It is recommended that the applicant clearly identify prompts and number the pages in the application.
* Do not include hyperlinks or web page references in the application as embedded links cannot be followed or considered for scoring.
* Submission of an application constitutes consent to the Assurances, Certifications, Terms, and Conditions and to the release of information provided in conformance with the Public Record Act. The applicants do not need to sign and return the general assurances and certifications with the application. Instead, applicants must download assurances and certifications and keep on file and available for compliance reviews, complaint investigations, or audits.
* General assurances and certifications are available on the CDE Funding Forms web page at <https://www.cde.ca.gov/fg/fo/fm/ff.asp>.

### Application Review

Complete and eligible applications will be reviewed and evaluated by the reading panel and recipients will be selected as set forth above in the section titled Selection of LEA Pilot Participants.

## Application Narrative

The selected pilot participants will receive technical support for a two-year period from a contracted Technical Assistance Team to build the capacity for long-term sustainability of student services by leveraging multiple revenue sources and help expand comprehensive health and mental health services to public school pupils. Applicants must have capacity for a two-year period to receive technical assistance. Technical Assistance Teams and the pilot participants will finalize contracting details after the pilot participants are selected, with an intent to begin providing technical assistance on January 1, 2023.

### Prompt 1: Demonstrated Need for Health and Mental Health Services for Pupils (40 points)

* Describe the LEA’s need for health and mental health services for pupils. (15 points)
* Describe any extenuating circumstances that highlight the need for health and mental health services for pupils (i.e., wildfires, school or community violence, disproportionate impact of COVID-19 etc.). (5 points)
* Provide an overview of current school and/or community-based health and mental health services, resources, and supports. (5 points)
* Provide an overview of the applicant’s claiming history in other Medi-Cal programs, including participating as a Medi-Cal managed care plan contracting provider, entering into a MOU with county mental health plans for specialty mental health services, or participating in other Medi-Cal programs, such as California Children’s Services, or the Child Health and Disability Prevention Program. (15 points)

### Prompt 2: Applicant’s Capacity (20 points)

* Provide assurance of the LEA’s capacity and willingness to begin project activities on January 1, 2023. Indicate the LEA’s capacity and willingness to participate in the two-year School Health Demonstration Project. (5 points)
* Demonstrate willingness and capacity to receive direct assistance and support from selected Technical Assistance Teams in securing federal reimbursement for health and mental health services provided to pupils. (5 points)
* Describe the composition of the LEA’s School Health Demonstration Project team, including project lead, titles and key roles of team members. (5 points)
* Demonstrate the LEA’s existing partnerships and/or their willingness to foster and engage new partnerships with county agencies or community-based organizations to provide health and mental health services to pupils. (5 points)

**Note that resumes, CVs and letters of recommendation will be included in the scoring of Prompt 2 (sub prompt 3) but must be provided as an appendix to the Application Narrative, since these documents will not count toward the 12-page Narrative Application limit.**

### Prompt 3: Commitment of the Applicant’s Leadership to Expand Health and Mental Health Services for All Pupils (20 points)

* Describe the commitment of the applicant to expand health and mental health services for all pupils through school-based services, school-connected services, or both (8 points)
* Provide an overview of the applicant’s Medi-Cal claiming history in California’s school-based claiming programs, the LEA BOP and the SMAA Program. If the applicant is not currently participating in School-Based Medi-Cal Billing Programs, describe any reasons and barriers to participating in School-Based Medi-Cal Billing Programs, including LEA BOP, SMAA, and any others. (6 points)
* If the applicant is currently participating in claiming for Medi-Cal services barriers and challenges with the claiming process should be highlighted. (6 points)

### Prompt 4: Willingness to Reinvest Increased Reimbursements (20 points)

* Describe the willingness of your LEA to reinvest increased reimbursements gained through the pilot project into direct health and mental health services for pupils. (5 points)
* Describe how the LEA would utilize additional federal funding to augment health and mental health services. (5 points)
* Explain how the LEA envisions improving pupil health and mental health services through the potential increase if sustainable federal reimbursement amounts were to increase. (5 points)
* Provide an overview as to how the applicant will identify and recruit Medi-Cal eligible pupils to increase access to school-based and school-connected health and mental health services. (5 points)

## Scoring Rubric

Each applicant can earn a total of 100 blank points possible for the four prompts below plus an additional 12 possible points from the RFA Applicant Cover Page (Attachment 1) for a total of 112 points possible. Application evaluators will assign a score for each question in the RFA Applicant Information Sheet and prompt criteria then total all the scores to calculate the final score used to help determine eligibility for an award.

The RFA Applicant Information Sheet will be scored as follows:

* Question 1:
  + 5 points if response is “no”.
  + 4 points if yes, and subtract a point for each program in which the applicant currently participates.
* Question 2:
  + 5 points if response is “no.”
  + 4 points if yes, and subtract a point for each program in which the applicant previously participated.
* Question 3:
  + 2 points if response is “no.”
  + 0 points if yes.

### Prompt 1: Demonstrated Need for Health and Mental Health Services for Pupils—40 Points

| **Outstanding** | **Good** | **Adequate** | **Minimal** |
| --- | --- | --- | --- |
| Applicant demonstrates a thorough, clear and convincing need for health and mental health services for pupils. | Applicant demonstrates a strong need for health and mental health services for pupils. | Applicant demonstrates a need for health and mental health services for pupils. | Applicant does not contain an adequate description of the LEA’s need for health and mental health services for pupils. |
| Applicant indicates severe and pressing extenuating circumstances (i.e., wildfires, school or community violence, disproportionate impact of COVID-19 etc.) | Applicant indicates pressing extenuating circumstances (i.e., wildfires, school or community violence, disproportionate impact of COVID-19 etc.) | Applicant indicates some level of extenuating circumstances (i.e., wildfires, school or community violence, disproportionate impact of COVID-19 etc.) | Applicant does not indicate any extenuating circumstances (i.e., wildfires, school or community violence, disproportionate impact of COVID-19 etc.) |
| Applicant provides a thorough overview of school or community-based health and mental health services, resources, and supports. | Applicant provides a strong overview of school or community-based health and mental health services, resources, and supports. | Applicant provides an adequate overview of school or community-based health and mental health services, resources, and supports. | Applicant does not provide an adequate overview of school or community-based health and mental health services, resources, and supports. |
| Applicant clearly demonstrates a compelling and immediate need to engage in and/or improve their Medi-Cal claiming processes. | Applicant demonstrates a strong need to engage in and/or improve their Medi-Cal claiming processes. | Applicant adequately demonstrates a need to engage in and/or improve their Medi-Cal claiming processes. | Applicant does not adequately demonstrate a need to engage in and/or improve their Medi-Cal claiming processes. |

### Prompt 2: Applicant’s Capacity—20 Points

| **Outstanding** | **Good** | **Adequate** | **Minimal** |
| --- | --- | --- | --- |
| Thoroughly, clearly and convincingly describes the applicant’s capacity to begin project activities on January 1, 2023. | Strongly describes the applicant’s capacity to begin project activities on January 1, 2023. | Adequately describes the applicant’s capacity to begin project activities on January 1, 2023. | Does not adequately describe the applicant’s capacity to begin project activities on January 1, 2023. |
| Applicant demonstrates an unequivocal willingness and capacity to receive hands-on assistance and technical support. | Applicant demonstrates a strong willingness and capacity to receive hands-on assistance and technical support. | Applicant demonstrates an adequate willingness and capacity to receive hands-on assistance and technical support. | Applicant does not demonstrate an adequate willingness and capacity to receive hands-on assistance and technical support. |
| Applicant clearly and thoroughly demonstrates a diverse School Health Demonstration Project team composition including project lead, titles and key roles of team members. | Applicant strongly demonstrates a diverse School Health Demonstration Project team composition including project lead, titles and key roles of team members. | Applicant describes an adequately diverse School Health Demonstration Project team composition including project lead, titles and key roles of team members. | Applicant does not demonstrate a diverse School Health Demonstration Project team composition including project lead, titles and key roles of team members. |
| Applicant clearly and convincingly demonstrates existing partnerships or a willingness to foster and engage new partnerships with county agencies or community-based agencies to provide health and mental health services to pupils. | Applicant strongly demonstrates existing partnerships or a willingness to foster and engage new partnerships with county agencies or community-based agencies to provide health and mental health services to pupils. | Applicant adequately demonstrates existing partnerships or a willingness to foster and engage new partnerships with county agencies or community-based agencies to provide health and mental health services to pupils. | Applicant does not demonstrate existing partnerships or a willingness to foster and engage new partnerships with county agencies or community-based agencies to provide health and mental health services to pupils. |

### Prompt 3: Commitment of the Applicant’s Leadership to Expand Health and Mental Health Services for All Pupils—20 Points

| **Outstanding** | **Good** | **Adequate** | **Minimal** |
| --- | --- | --- | --- |
| Applicant clearly and thoroughly describes an exceptional commitment to expand health and mental health services for all pupils through school-based services, school-connected services, or both. | Applicant clearly describes a strong commitment to expand health and mental health services for all pupils through school-based services, school-connected services, or both. | Applicant describes an adequate commitment to expand health and mental health services for all pupils through school-based services, school-connected services, or both. | Applicant does not describe an adequate commitment to expand health and mental health services for all pupils through school-based services, school-connected services, or both. |
| Applicant clearly demonstrates a compelling and immediate need for assistance with Medi-Cal claiming and billing programs. | Applicant effectively demonstrates a strong need for assistance with Medi-Cal claiming and billing programs. | Applicant demonstrates an adequate need for assistance with Medi-Cal claiming and billing programs. | Applicant does not adequately demonstrate a need for assistance with Medi-Cal claiming and billing programs. |
| Applicant clearly describes severe barriers and challenges faced with Medi-Cal billing programs. | Applicant describes significant barriers and challenges faced with Medi-Cal billing programs. | Applicant adequately describes some barriers and challenges faced with Medi-Cal billing programs. | Applicant does not adequately describe barriers and challenges faced with Medi-Cal billing programs. |

### Prompt 4: Willingness to Reinvest Increased Reimbursements—20 Points

| **Outstanding** | **Good** | **Adequate** | **Minimal** |
| --- | --- | --- | --- |
| Thoroughly, clearly and convincingly demonstrates an unequivocal willingness to reinvest increased reimbursements into direct health and mental health services for pupils. | Effectively demonstrates a strong willingness to reinvest increased reimbursements into direct health and mental health services for pupils. | Demonstrates an adequate willingness to reinvest increased reimbursements into direct health and mental health services for pupils. | Does not adequately demonstrate a willingness to reinvest increased reimbursements into direct health and mental health services for pupils. |
| Applicant demonstrates a carefully considered and equitable plan to utilize additional federal funding to augment health and mental health services. | Applicant demonstrates a strong plan to utilize additional federal funding to augment health and mental health services. | Applicant demonstrates an adequate plan to utilize additional federal funding to augment health and mental health services. | Applicant does not demonstrate an adequate plan to utilize additional federal funding to augment health and mental health services. |
| Applicant demonstrates a poignant vision to improve pupil health and mental health services with increased federal reimbursements. | Applicant demonstrates a strong vision to improve pupil health and mental health services with increased federal reimbursements. | Applicant demonstrates an adequate vision to improve pupil health and mental health services with increased federal reimbursements. | Applicant demonstrates a vague vision to improve pupil health and mental health services with increased federal reimbursements. |
| Applicant provides a carefully considered and equitable plan on how they will identify and recruit Medi-Cal eligible pupils. | Applicant provides a strong plan on how they will identify and recruit Medi-Cal eligible pupils. | Applicant provides an adequate plan on how they will identify and recruit Medi-Cal eligible pupils. | Applicant provides a vague plan on how they will identify and recruit Medi-Cal eligible pupils. |

## School Health Demonstration Project—Application Checklist

The complete School Health Demonstration Project application will have all of the following components, as indicated in the Submission Process section of this RFA:

1. Applicant Cover Page (Attachment 1) with required information and required signatures (not counted in the 12-page limit)
2. Resumes or Curriculum Vitae of key project staff as an appendix to the Application Narrative (not counted in the 12-page limit)
3. Application Narrative addressing Prompts 1–4 (not to exceed 12 pages). Please provide the completed Application Narrative as an attachment to your electronic grant application submission, addressing the following Prompts:

* Prompt 1: Demonstrated Need for Health and Mental Health Services for Pupils
* Prompt 2: Applicant’s Capacity
* Prompt 3: Commitment of the Applicant’s Leadership to Expand Health and Mental Health Services for All Pupils
* Prompt 4: Willingness to Reinvest Increased Reimbursements

1. Funding total could vary depending on programmatic needs [↑](#footnote-ref-1)