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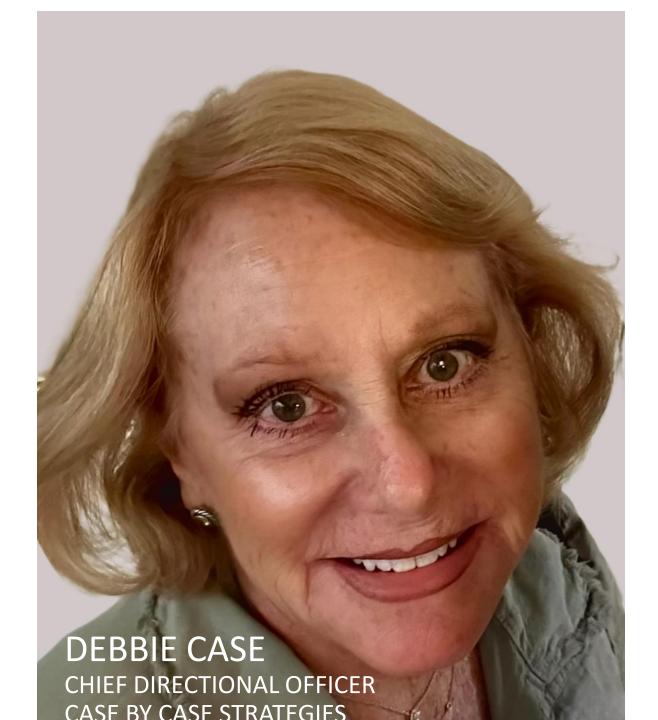
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UNLOCKING POTENTIAL

MTM Funding Opportunities For Sustainable Growth

HEALTHCARE PROVIDERS-THE NEXT FRONTIER

MEALS ON WHEELS CALIFORNIA

CalAIM

California Advancing & Innovating Medical (CalAIM) is a new initiative by the Department of Health Care Services (DHCS) to improve the quality of life and health outcomes of Medi-Cal Managed Care (Medi-Cal) beneficiaries by implementing a broad delivery system, programmatic and payment system reforms.

- Introduction of a new menu of Community Supports (CS)
- Addresses the clinical and non-clinical needs of high-need, high-cost Medi-Cal members through systematic coordination of services and comprehensive care management.
- Services are provided as a substitute for utilization of other services or settings such as a hospital or skilled nursing facility admission, discharge delays, or emergency department use

MEALS ON WHEELS CALIFORNIA





MOWCAN

What is it and why should it matter?

MOWCA researched and developed a HUB concept to meet the needs of the contracted payor and/or Medi-Cal or Medicare Managed Care Plans (MCPs). This statewide MOWCA initiative is called Meals on Wheels California Association Network (MOWCAN). Its role is to develop, implement, and manage a comprehensive plan to further member participation in healthcare contracts and solidify MOWCAN as a CBO network state-wide.

TIMELINE

MOWCAN STARTED IN 2019 WITH A FEASIBILTY STUDY FUNDED BY ARCHSTONE FOUNDATION AND THE SCAN FOUNDATION. PHASES II & III WERE ALSO FUNDED BY THESE TWO FOUNDATIONS IN ADDITION TO PRIVATE DONORS AND ORGANIZATIONS.

In 2020, the Covid pandemic did not impede the work for the next phases.

- Phase II Infrastructure Development
- Phase III Implementation of a statewide CBO network of nutrition providers who serve seniors and those with disabilities with daily meal delivery and ancillary services.
- Phase IV- Contract development

MEALS ON WHEELS CALIFORNIA

SUPPORT SUSTAINABILITY SUCCESS

SUPPORT

- Administrative oversight and governance responsibilities to members.
- Serve as the fiscal and contracting agent between members and health care organizations.
- Provide the infrastructure that can support reporting requirements and consistency across programs and services.

SUSTAINABILITY

• Ensure contracts are viable, make all organizations whole, and over time generate a surplus of funds for each organization and MOWCA.

SUCCESS

- Measured in the number of seniors served, improved health, and decrease in healthcare costs.
- Meals on Wheels programs to be the leader in the field of healthcare funded Medically Tailored and/or Supportive meals.



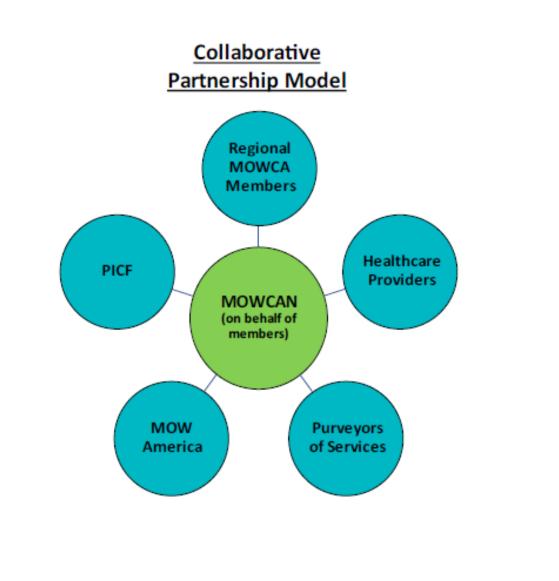
THE HUB

Mission: Sustainable network that facilitates MOW participation in healthcare contracts for:

- Medically tailored/supportive meals
- Culturally/ethnically diverse meals
- Supportive services

Strategic Priorities:

- Amplify MOWs Programs' healthcare contracting capacity
- Standardize meal and service offerings
- Leverage partnerships
- Create sustainability for organizations and MOWCA



MOWCAN Collaborative Partnership Model Process Map

	Phase									
	Start	Initial Contact	Vetting	Engagement	Contracting	Contract in Place				
Heath Plan or provider	Start	Health plan or provider (healthcare organization) approaches MOWCA with an inquiry or interest in a contracting opportunity; Or MOWCA generates the lead.		PRO	DCESS MAP	Healthcare organization pays the contract holder (DLO, PIC, or MOWA) for the services rendered.				
Meals on Whee & California Association (MOWCA)			MOWCA receives inquifies and vets potential contracting opportunities for MOWCAN.		MOWCA helps DLO vet and develop a regional network of service providers, member organizations,	MOWCA serves as the hub for capacity-building and TA for DLOs and the regional networks. MOWCA maintains some oversight of contract adherence by MOW members, partner organizations, and PIC. For contracts held by MOWCA DLOs, the DLO receives funds from healtcare organizations and distributes funds to regional services providers and to PIC for administrative duties as per contracts with PIC.				
eholder Designated Lead Organization (DLO)				DLO engages the prospective healthcare organization, determines service package, and negotiates a contract.	etc to fulfill the contracts with the healthcare organization or determines if PIC should hold the contract.	DLO is responsible for operational aspects of a network lead entity (e.g., leadership, business development, contract adherence, contract growth, service delivery performance, financial performance, etc.).				
SID: Regional Network of Service Providers					DLO contracts and coordinates a regional network of service providers. Or the DLO coordinates with MOWCA to have PIC to hold the contract.	The regional service providers are responsible for providing the direct services to fulfill the contract.				
Partners in Care (PIC)		MOWCA works with Partners in Care (PIC) to identify regional and/or state-wide business opportunities for MOWCA Network (MOWCAN).			DLO contracts with PIC for back-end administration.	PIC is responsible for the network lead administrative functions (e.g. technology, data collection and analysis, billing, etc.). PIC reports and submits to healthcare organizations. For contracts held by PIC: funds from healthcare organizations will be dispersed as to agreements set forth in contracts with MOWCA member organizations and				
Meals on Wheels America (MOWA)		MOWCA works with MOW America (MOWA) to identify national and/or multi- state business opportunities for MOWCAN.								
Meals on Wheels California Association Network (MOWCAN)				MOWCA is involved in contract and pricing negotiations between the DLO and prospective healthcare organization.	MOWCA assists in building the right group of member organizations and partners to fulfill the healthcare contract for consistency, quality, and coordination in the delivery of appropriate product and services.	MOWCA provides ongoing capacity-building, assessment and development tools, and technical assistance for DLOs and the regional networks.				

MEALS ON WHEELS CALIFORNIA

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HAVE WE DELIVERED?

There have been many steps and hundreds of hours developing partnerships, new menus/recipes, training webinars, surveys, technical assistance, possible income streams for sustainability, and much more.

It is a resounding YES!

ANTHEM

Anthem approached MOWCA in the Fall of 2024 regarding nutritional needs primarily in Northern California. The initial request was focused on 11 counties:

Alpine	Amador	
Calaveras	El Dorado	
Kings	Madera	
Mono	Inyo	
San Francisco	Santa Clara	
Tuolumne		

Additional counties were added through discussions:

resno	
os Angeles	

Kern Sacramento



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KAISER

KFHP expanded its delivery of Medi-Cal services in 32 California counties on January 1, 2024, and is broadening its network of providers with experience providing MTM/MSF with local presence across California.

Kaiser reached out to MOWCA and PICF on January 30, 2025 to respond to their RFP. We had only 7 days to complete to meet their deadline.

Counties include all counties as Anthem with addition of:

Contra Costa	Imperial	Marin
Maripos	Napa	Orange
Placer	Riverside	San Bernadino
San Diego	San Joquin	Santa Cruz
Solana	Sonoma	Stanislau
Sutter	Ventura	Yolo
Yerba		



WHERE ARE WE NOW

NEXT STEPS FUNDING

WHERE ARE WE NOW

- MOWCA in partnership with Partners in Care Foundation (PICF) submitted LOIs to Anthem and Kaiser
- Both have accepted the LOIs and have moved us to the next stage

NEXT STEPS

- Anthem has requested the Community Supports certification Process to be submitted by March 31st
- Kaiser- we are one of three finalists and are awaiting decision

FUNDING

- PATH CITED funding through DHCS opened the 4th and final round of funding. The submission Deadline is May2nd.
- Awards will be announced Fall 2025
- All funds to be used by December 21, 2026
 - Some retroactive costs may be included.



MOWCA's NETWORK GOAL

Build a coordinated effort to provide nutritional and other ancillary services to seniors and others in need while ensuring the sustainability or our organizations in these turbulent times.

MEALS ON WHEELS CALIFORNIA

INFORMATION & REFERENCES

- Website & Training videos: https://mowca.org/
- Letter of Intent to Collaborate: Handout
- **Process Map: Handout**
- CalAIM: https://www.dhcs.ca.gov/CalAIM/Pages/CalAIM.aspx
- DHCS: https://www.dhcs.ca.gov/
- Master Plan for Aging: https://mpa.aging.ca.gov/
- Partners in Care Foundation: https://www.picf.org/
- California Food is Medicine Coalition (CalFIMC): https://www.calfimc.org/
- A&D Business Institute: https://www.aginganddisabilitybusinessinstitute.org/
- Archstone Foundation: https://archstone.org/
- Medically Supportive Food & Nutrition (MSF&N): https://www.msfnca.org/



THANK YOU

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