

CalAIM Incentive Payment Program (IPP) FAQ



What is the CalAIM Incentive Payment Program (IPP)?

The CalAIM Incentive Payment Program (IPP), offered by the California Department of Health Care Services (DHCS), allocates funding to Medi-Cal Managed Care Plans such as the San Francisco Health Plan for the implementation and expansion of Enhanced Care Management (ECM) and Community Supports (CS) services. The IPP awards provided to managed care plans are intended to:

- Increase provider capacity and build delivery system infrastructure.
- Bridge current silos across physical and behavioral health care service delivery.
- Reduce health disparities and promote health equity.
- Achieve improvements in quality performance; and
- Encourage take-up of Community Supports.

Under this initiative, SFHP provides grants to contracted providers to address gaps and build infrastructure and capacity for ECM and CS services. This includes investments in workforce capacity, care management capabilities, infrastructure, and information technology. The grants contribute to SFHP's capacity to earn additional IPP funds from the state by achieving specific milestones.

Who is eligible for IPP funding?

To be eligible for IPP funding, applicant organizations must meet the following criteria:

- Have an existing contract with SFHP to provide ECM or CS services. SFHP may consider applications from organizations that strongly intend to contract with SFHP for these services or are organizations uniquely positioned to help SFHP advance its funding goals.
- Be in good standing with SFHP and DHCS, and eligible for federal/state program participation.
- Ensure that IPP funding does not duplicate or overlap with other DHCS funding opportunities designated for ECM and CS, such as PATH CITED.
- If previously awarded a grant by SFHP, be in compliance with all terms of the agreement, including being current on all reporting requirements.

How do I apply for funding?

SFHP accepts IPP applications on a quarterly basis. To apply for funding, please complete the [IPP application form](#) and submit it to IPP@sfhp.org by one of the application deadlines.

The application deadlines in 2025 are as follows:

- January 15, 2025
- April 15, 2025
- July 15, 2025
- October 15, 2025

SFHP staff will review and approve applications based on established criteria. Applicants can expect to be notified of funding decisions within two months of application submission.

CalAIM Incentive Payment Program (IPP) FAQ



Are IPP grants from SFHP intended for startup costs, or is it possible to apply for ongoing operational expenses?

IPP grants from SFHP typically support initial startup or one-time costs that can be sustained beyond the grant period. They are primarily intended to address specific needs related to the implementation and expansion of ECM and CS services. Ongoing operating costs are expected to be funded through earned revenue generated from offering these services.

Is there a maximum amount of funding my organization can request?

Organizations should submit applications with a specified funding request, outlining how they intend to utilize IPP funds. Each application is carefully reviewed based on the demonstrated need and alignment with SFHP priorities. It's important to note that SFHP has limited IPP funding. Therefore, providers considering requests exceeding \$500K in IPP funding are encouraged to reach out to IPP@sfhp.org to discuss their proposal with a member of the SFHP team.

Can my organization apply for more than one IPP grant from SFHP?

Yes, organizations that have previously received an IPP grant from SFHP are eligible to reapply, provided they are in compliance with the requirements of their existing grant and SFHP has sufficient remaining IPP funds. Additionally, the proposed project should aim to expand ECM or CS capacity in a different way and should not duplicate the previous funding request.

Can IPP funding be used to support staff salaries?

Yes, IPP funding from SFHP can be utilized to support staff salaries for administrative or service-related positions. SFHP will fund up to three months of salary support for revenue-generating positions and up to six months for non-revenue generating positions.

Are indirect costs allowable as part of the IPP funding request?

Yes, indirect costs are an allowable expense that can be included in your budget. It's important to note that there is a limit of 10% on indirect costs.

If approved, how will the IPP grant award be disbursed?

Most grants exceeding \$200K will be disbursed in installments, with the initial payment not exceeding \$200K. Applicants requesting more than \$200K are encouraged to structure their proposals with clearly defined phases aligning with 2-3 funding allocations. Subsequent installments are contingent upon the submission of progress reports and the successful completion of specified objectives within each project phase.

CalAIM Incentive Payment Program (IPP) FAQ



Will SFHP cover expenses already incurred before the grant is approved? If so, how far back?

Grant funds are intended for prospective use, supporting activities and costs outlined in the approved grant application. If an application is approved, SFHP will cover expenses incurred during the application and contracting process if the activities and associated costs were included in the approved application.

Who should I contact if I have questions about my application?

If you have questions about your application or its status, please contact IPP@sfhp.org.