

## NOTICE OF A SPECIAL MEETING OF THE CALOPTIMA BOARD OF DIRECTORS

THURSDAY, MARCH 12, 2020 1:00 P.M.

#### 505 CITY PARKWAY WEST, SUITES 108-109 ORANGE, CALIFORNIA 92868

#### BOARD OF DIRECTORS

Paul Yost, M.D., Chair
Ria Berger
Ron DiLuigi
Supervisor Andrew Do
Lee Penrose
J. Scott Schoeffel

Dr. Nikan Khatibi, Vice Chair
Ron DiLuigi
Alexander Nguyen, M.D.
Richard Sanchez
Supervisor Michelle Steel

Supervisor Doug Chaffee, Alternate

CHIEF EXECUTIVE OFFICER
Michael Schrader

CHIEF COUNSEL
Gary Crockett

CLERK OF THE BOARD
Sharon Dwiers

This agenda contains a brief description of each item to be considered. Except as provided by law, no action shall be taken on any item not appearing on the agenda. To speak on an item, complete a Public Comment Request Form(s) identifying the item(s) and submit to the Clerk of the Board. To speak on a matter not appearing on the agenda, but within the subject matter jurisdiction of the Board of Directors, you may do so during Public Comments. Public Comment Request Forms must be submitted prior to the beginning of the Consent Calendar, the reading of the individual agenda items, and/or the beginning of Public Comments. When addressing the Board, it is requested that you state your name for the record. Address the Board as a whole through the Chair. Comments to individual Board Members or staff are not permitted. Speakers are limited to three (3) minutes per item.

In compliance with the Americans with Disabilities Act, those requiring accommodations for this meeting should notify the Clerk of the Board's Office at (714) 246-8806, prior to the meeting.

The Board Meeting Agenda and supporting materials are available for review at CalOptima, 505 City Parkway West, Orange, CA 92868, Monday-Friday, 8:00 a.m. – 5:00 p.m. These materials are also available online at <a href="https://caloptima.org/en/AboutUs/BoardMeetingsLive.aspx">www.caloptima.org/en/AboutUs/BoardMeetingsLive.aspx</a>

#### **CALL TO ORDER**

Pledge of Allegiance Establish Quorum

PRESENTATIONS/INTRODUCTIONS

Special Meeting of the CalOptima Board of Directors March 12, 2020 Page 2

#### **PUBLIC COMMENTS**

At this time, members of the public may address the Board of Directors on matters not appearing on the agenda, but within the subject matter jurisdiction of the Board of Directors. Speakers will be limited to three (3) minutes.

#### REPORT ITEMS

- 1. Consider Modifications to CalOptima Policy GA.8042: Supplemental Compensation *Item Continued*
- 2. Consider Authorizing Contract(s) with Vendor(s) for Interim and Permanent CEO Recruitment Services and Related Expenditures *Item Continued*

#### BOARD MEMBER COMMENTS AND BOARD COMMITTEE REPORTS

#### **CLOSED SESSION**

- CS-1 Pursuant to Government Code section 54957, PUBLIC EMPLOYEE APPOINTMENT (Chief Executive Officer)
- CS-2 Pursuant to Government Code section 54957, PUBLIC EMPLOYEE PERFORMANCE EVALUATION (Chief Executive Officer)
- CS-3 Pursuant to Government Code section 54957.6, CONFERENCE WITH LABOR NEGOTIATORS
  Agency Designated Representatives: (Paul Yost, M.D., Chair; Dr. Nikan Khatibi, Vice Chair) Unrepresented Employee: (Chief Executive Officer)

#### **ADJOURNMENT**



Policy #: GA.8042

Title: Supplemental Compensation

Department: Human Resources Section: Not Applicable

CEO Approval: Michael Schrader WS

Effective Date: 01/01/2011 Revised Date: 02/07/2019

Board Approved Policy

#### I. PURPOSE

This policy establishes general guidelines concerning the use of supplemental compensation above regular base pay to compensate for business needs and to identify items to be reported to *CalPERS* as "special compensation."

#### II. POLICY

- A. CalOptima considers the following as *special compensation* pursuant to Title 2, Section 571 of the California Code of Regulations (CCR):
  - 1. Bilingual Pay/Bilingual Premium;
  - 2. Night Shift Premium/Shift Differential;
  - 3. Active Certified Case Manager (CCM) Pay/Educational Incentive; and
  - 4. Executive Incentive Program/Bonus Pay.
- B. Overtime Pay: As a public agency, CalOptima follows Federal wage and hour laws. Overtime pay for non-exempt employees will be provided for all hours worked in excess of forty (40) in any one (1) workweek at the rate of 1.5 times the employee's regular rate of pay. Employees should obtain prior authorization from their supervisors or managers prior to working overtime or incurring overtime pay. *Exempt employees* are not covered by the overtime provisions and do not receive overtime pay.
- C. Bilingual Pay: CalOptima provides supplemental bilingual pay for qualified exempt and non-exempt employees who are fluent in at least one (1) of CalOptima's *threshold languages*. This is considered a Bilingual Premium pursuant to Title 2, CCR, Section 571(a) and is to be reported to *CalPERS* as *special compensation*. The rate for Bilingual Pay is based on the following schedule:

Proficiency	Rate Per Pay Period
Bilingual language usage with members is required in the job	
description and used more than fifty percent (50%) of the time in the	\$60.00
performance of the employee's job duties.	
Bilingual language usage with members is preferred in the job	
description and used less than fifty percent (50%) of the time in the performance of the employee's job duties.	\$40.00

- D. Translation Pay: In certain circumstances when, for business reasons and for the benefit of CalOptima members, there is a need to translate documents and other written material into languages other than English, the *exempt employee* providing such service will be paid supplemental pay. Non-exempt employees are not eligible for translation pay.
  - 1. A CalOptima *exempt employee*, who does not work in the Cultural & Linguistic Services Department (C&L) and who is not required as part of his or her regular job responsibilities to translate but is qualified to translate based on successfully passing the *CalOptima Bilingual Screening Process*, may be eligible for translation pay for performing translation work. Eligible employees, who are interested in performing translation work during non-work hours, may elect to provide translation services during his or her own personal time based on the rates indicated below. The C&L Department shall assign the work to qualified *exempt employees* on an occasional, as-needed basis.
  - 2. There are two (2) key activities in providing translation services:
    - a. Translation of materials from English into the desired language, or from another language into English; and
    - b. Review and revision of the translation to ensure quality and consistency in usage of terms.
  - 3. Translating is more difficult and time-consuming than reviewing and editing of the already translated materials, and as a result, translation of materials will be reimbursed at a higher rate. CalOptima will reimburse for services at the following rates:
    - a. Translation Thirty-five dollars (\$35.00) per page; and
    - b. Review and revision of translated materials Twenty-five dollars (\$25.00) per page.
  - 4. The use of this supplemental pay is limited to situations where the use of professional translation services is either not available or unfeasible due to business constraints.
- E. Night Shift: CalOptima provides supplemental pay for work performed as part of a Night Shift. Assignments for Night Shift are subject to business needs and are at the discretion of CalOptima management. This is considered a Shift Differential pursuant to Title 2, CCR, Section 571(a) and is to be reported to *CalPERS* as *special compensation*. The rate for Night Shift is based on the following schedule:

Definition	Eligibility	Rates (per hour)
Night Shift – Seven (7) consecutive hours or more of work between 3 p.m. and 8 a.m.	Non-exempt employees	\$2.00 per hour.

F. Call Back and On Call: CalOptima provides supplemental pay for work performed as part of a Call Back and On Call requirement. Assignments for Call Back and On Call are subject to business needs and are at the discretion of CalOptima management. The rates for Call Back and On Call Pay are based on the following schedule:

Definition	Eligibility	Rates (per hour)
Call Back – Must physically return to work within one (1) hour when requested by a Supervisor. A Supervisor may assign the employee other work until the guaranteed four (4) hour time elapses.	Non-exempt employees	1.5 times of base hourly rate with a minimum of four (4) hours of pay.
On Call – Must remain accessible after normally scheduled work hours and be available to fix problems or report to work, if necessary. Employee will be informed of the need for their availability to work either from home or at the work site. Employees on call are waiting to be engaged and are free to use their On Call time as they deem appropriate.	Non-exempt employees	\$3.00/hour for being on-call. If a call is taken, employee is paid 1.5 times the regularly hourly rate with a thirty (30) minute minimum call.
On Call Medical Case Managers (RN or LVN) and Clinical Pharmacists - Must remain accessible to accept or respond to calls within a reasonable time designated by Employee's supervisor. In no event shall Employee's supervisor require a response time less than thirty (30) minutes. Employee will be informed of the need for their availability to work either from home or at the work site. Employees on call are waiting to be engaged and are free to use their On Call time as they deem appropriate.	Exempt employees excluding those in supervisory positions	25% of base hourly rate multiplied by the number of hours on call.

- G. Active Certified Case Manager (CCM) Pay: CalOptima may recognize supplemental pay of one hundred dollars (\$100) per pay period to an RN who holds an active CCM certification when such certification is required or preferred in the job description and used regularly in performance of the employee's job duties. This is considered as an Educational Incentive pursuant to Title 2 CCR Section 571(a) and is to be reported to *CalPERS* as *special compensation*.
- H. Executive Incentive Program: The Chief Executive Officer (CEO) may recognize executive staff, including interim appointments, using incentive compensation as described in this Policy. For executive staff who achieve superior performance, the incentive compensation is considered bonus pay pursuant to Title 2 CCR Section 571(a) and is to be reported to CalPERS as special compensation for CalPERS classic members.
- I. Sales Incentive Program: The OneCare/OneCare Connect Community Partner and Senior (Sr.) Community Partner staff in the Member Outreach & Education Department shall have an active Resident Insurance Producer license to enroll eligible members into the OneCare and OneCare Connect programs.
  - 1. The licensed Community Partner and Sr. Community Partner staff will receive a monthly Sales Incentive based on the number of eligible members enrolled into the OneCare and OneCare Connect program in accordance with the table in Paragraph II.I.2. below. No incentive will be paid for the first thirty (30) enrollments each month, regardless of how many enrollments are made under, at or over thirty (30). For enrollments over thirty (30), licensed Community Partner and Sr. Community Partner staff will be eligible to receive the incentive payment of one hundred sixty-five dollars (\$165.00) for each new enrollment within that tier between thirty-one (31) fifty (50). In other words, each tier is independent and does not alter the amount paid per

enrollment in any other tier. For example, eligible staff who enroll fifty-three (53) members in a month will be eligible to receive payment based on the following calculation (from tier thirty-one (31) – fifty(50)) twenty (20) members multiplied by one hundred sixty five dollars (\$165), plus (from tier fifty-one (51) – sixty-five (65)) three (3) members multiplied by one hundred seventy-five (\$175), which equals an incentive of three thousand eight hundred twenty five dollars (\$3,825) for that month.

2. Enrollment is paid per eligible member above the minimum tier at the rate specified within each tier as follows:

Tier Min	Tier Max	Payout for Enrollment within Each Tier
1	30	\$0.00
31	50	\$165.00
51	65	\$175.00
66+		\$200.00

- The *sales incentive* for the Manager, Member Outreach & Education shall be based on the number of eligible members enrolled into the OneCare and OneCare Connect programs by the Community Partner and Sr. Community Partner in the Member Outreach & Education Department. The Manager, Member Outreach & Education will receive ten dollars (\$10.00) per member enrolled, if and only if, the Community Partner or Sr. Community Partner reporting to the Manager, Member Outreach & Education, enrolls thirty-six (36) or more members per month. If a Community Partner or Sr. Community Partner fails to enroll at least thirty-six (36) members per month, the Manager, Member Outreach & Education, would not be eligible for the *sales incentive* for that Community Partner or Sr. Community Partner.
- J. Employee Incentive Program: At the discretion of the CEO, specific employees may be recognized through incentive compensation, when doing so is consistent with CalOptima's business needs and mission, vision, and values.
- K. Retention Incentive: In order to preserve organizational talent and to maintain business continuity when the loss of key personnel may cause risk or damage to operational efficiency, regulatory compliance, and/or strategic imperatives, CalOptima may, at the discretion of the CEO, and on an exception basis, award a retention incentive.
- L. Recruitment Incentive: At the discretion of the CEO, a recruitment incentive of up to fifteen percent (15%) of the median base pay for the applicable position may be offered to entice an individual to join CalOptima. Recruitment incentives offered for Executive Director and Chief positions require Board of Directors approval.
- M. Incentive programs may be modified or withdrawn, at any time. Award of incentive compensation is entirely at the discretion of the CEO and/or Board of Directors, as applicable. It is not intended to be a binding contract between *executive staff* or employees and CalOptima.
- N. Employer-Paid Member Contribution (EPMC): CalOptima contributes seven percent (7%) of *compensation earnable*, on behalf of eligible employees who hold *management staff* positions as identified in the CalOptima salary schedule, and who qualify based on all of the following:
  - 1. Hired, promoted, or transferred into a *management staff* position, including interim appointments; and
  - 2. Included in one (1) of the following categories:

- a. A CalPERS Classic Member; or
- b. A member prior to 01/01/2013 of another California public retirement system that is eligible for reciprocity with CalPERS.
- O. Annual Performance Lump Sum Bonus: Employees paid at the pay range maximum are not eligible for future base pay increases. As a result, in lieu of future base pay increases, these employees may be eligible for a merit bonus pay delivered as a lump sum bonus in accordance with Section III.J of this Policy, provided that their performance meets the goals and objectives set forth by their managers.
- P. Automobile Allowance: CalOptima may, at the discretion of the CEO, provide employees in executive staff positions, including interim appointments, with a monthly automobile allowance in an amount not to exceed five hundred dollars (\$500) for the use of their personal vehicle for CalOptima business.
- Q. Supplemental Retirement Benefit: Consistent with applicable Board actions, the CEO is authorized to determine CalOptima's contribution rate for employees to the supplemental retirement benefit (SRB) plan administered by the Public Agency Retirement System (PARS) within the limits of the budget and subject to contribution limits established by applicable laws. With the exception of employees in *executive staff* positions, the contribution rate shall be uniform for all employees. Executive staff positions will also receive the same uniform contribution rate applicable to all employees. However, for employees in *executive staff* positions who earn more than the applicable compensation limits, the CEO is authorized to provide additional supplemental contributions to PARS, subject to the limitations of applicable laws. The executive staff member must still be employed by CalOptima at the time the additional supplemental contributions to PARS is distributed in order to be eligible to receive the additional supplemental contributions. These SRB contribution rates to the PARS retirement plan shall continue from year to year, unless otherwise adjusted or discontinued.

#### III. **PROCEDURE**

- A. Overtime Pay: Overtime must be approved in advance by an employee's manager. Adjustments for overtime pay cannot be calculated until the completion of an employee's workweek. This may result in one (1) pay period's delay in the employee receiving the additional compensation.
- B. Bilingual Pay: An employee or potential employee shall undergo a written and verbal bilingual evaluation when bilingual proficiency is a part of the employee's or potential employee's job description and used in the performance of the employee's job duties with members. If the employee or potential employee passes the evaluations, the bilingual pay shall be established.
- C. Translation Pay: If an eligible exempt employee elects to provide translation services, and such services are not part of the employee's regular job duties, the employee shall submit their interest to the C&L Department. If selected, the translation pay, identified above, will be provided depending on the variables noted above, taking into account whether professional translation services are either not available or unfeasible due to business constraints.

#### D. Night Shift:

1. Night Shift differential is automatically calculated for those employees regularly working a night shift, defined as seven (7) consecutive hours or more of work between 3 p.m. and 8 a.m.

2. Employees who, at their own request and for their own convenience, adjust their work schedule, such as requesting make up time or alternative hours, and as a result, would be eligible for night shift pay, shall be deemed as having waived their right to same. When appropriate, a new Action Form should be submitted, removing the employee from the night shift.

#### E. Call Back and On Call Pay:

1. If an employee is on call or gets called back to work, the employee is responsible for adding this time to their schedule through CalOptima's time keeping system, which is then approved by their supervisor.

#### F. Active Certified Case Manager (CCM) Pay:

1. To receive CCM supplemental pay, an employee is responsible for providing a copy of the employee's case management certification issued by the Case Management Society of America to the Human Resources Department.

#### G. Incentive Compensation

- 1. The Board of Directors approves CalOptima's strategic plan for each fiscal year, and the CEO is expected to meet the goals set forth in the strategic plan. The CEO in turn sets goals for the *executive staff*.
- 2. The CEO may establish an incentive compensation program for *executive staff* based on the Executive Incentive Program attached within budgeted parameters in accomplishing specific results according to the department and individual goals set forth by the CEO and the level of achievement. *Executive staff* will receive a performance evaluation based on the Performance Review of Executives Template attached, which measures their performance against the established goals. Based on the level of performance, the *executive staff* member may be eligible for a lump sum bonus payment. The *executive staff* member must still be employed by CalOptima and in good standing at the time the bonus is distributed in order to be eligible to receive the bonus payment. For eligible *executive staff* members who achieve superior performance, CalOptima will report the bonus payment to *CalPERS* as *special compensation*. The CEO is authorized to make minor revisions to the Executive Incentive Program and Performance Review of Executives Template from time to time, as appropriate.
- 3. As circumstances warrant and at the discretion of the CEO, employees not at the *executive staff* level, whose accomplishments have provided extraordinary results, may be considered for incentive compensation.

#### H. Sales Incentive Program

- 1. The OneCare/OneCare Connect Community Partner and Sr. Community Partner staff, in the Member Outreach & Education Department, shall have an active Resident Insurance Producer license to enroll eligible members into the OneCare and OneCare Connect Programs.
- 2. The Community Partner and Sr. Community Partner staff shall be eligible to receive *sales incentive* pay as described in Section II.I.1 of this Policy for successfully enrolling new members into the OneCare and OneCare Connect Programs. *Sales incentive* pay for the Manager, Member Outreach & Education, shall be based on the number of members enrolled into the OneCare and OneCare Connect Programs by the Community Partner and Sr. Community Partner as described in Section II.I.2 of this Policy.

- a. CalOptima shall follow the Medicare Marketing Guidelines (MMGs) charge-back guidelines of ninety (90) calendar day rapid disenrollment and recouping the *sales incentive* with the exceptions as specified under the guidelines and applicable CalOptima policies.
- 3. CalOptima shall pay the *sales incentive* to the eligible employee on a monthly basis approximately one and a half (1 ½) months after the month in which the eligible employee earned the *sales incentive*.
  - a. In the event a OneCare or OneCare Connect member disenrolls from their respective program within ninety (90) calendar days for reasons other than the exceptions specified under the guidelines and applicable CalOptima policies, the *sales incentive* previously earned will be deducted from a future *sales incentive*.
- 4. The Chief Operating Officer, Executive Director of Network Operations, and Director Network Management who oversee the Member Outreach & Education Department shall approve the *sales incentive* payout.
- 5. Enrollment goals for the Community Partner and Community Partner Sr. staff will be pro-rated for the month if the employee misses one (1) or more full weeks due to vacations, sick days, or a *leave of absence*.
- 6. The Director, Network Management, Executive Director of Network Operations, and the Chief Operations Officer will review the *sales incentive* structure on an annual basis.
- I. Retention Incentive: As circumstances warrant, the CEO may award an employee a retention incentive to prevent or delay departures that may adversely impact business operations. The employee offered a retention incentive must be in good standing and accept and sign a retention agreement which contains the condition(s) to be met in order to receive payment. Payment of the incentive will be made when the terms of the agreement have been fully met and at the conclusion of the retention period. The CEO has the authority to offer retention incentives for up to twelve (12) employees per calendar year in an amount not to exceed ten percent (10%) of the employee's current base annual salary. Retention incentives that exceed ten percent (10%) of the employee's current base annual salary require Board of Directors approval.
- J. Recruitment Incentive: As circumstances warrant, the CEO may offer a recruitment incentive based on the Compensation Administration Guidelines managed by the Human Resources Department to entice an individual to join CalOptima. Board of Directors approval is required for recruitment incentives offered for Executive Director and Chief positions. In order to receive the recruitment incentive, the individual offered the incentive is required to accept and sign an offer letter which contains a "claw-back" provision obligating the recipient of a recruitment incentive to return the full amount of the recruitment incentive if the recipient voluntarily terminates employment with CalOptima within twenty-four (24) months of the date of hire.
- K. Annual Performance Lump Sum Bonus: Once an employee has reached the pay range maximum, the employee may be eligible for merit *bonus pay* delivered as a lump sum bonus, provided that his or her annual performance evaluation meets the established goals and objectives set forth by their managers. Merit *bonus pay* will not exceed the maximum percentage of the merit increase matrix and reflects the employee's superior performance measured against established objectives. Annual performance lump sum bonuses are paid out in two (2) incremental amounts the first half when merit salary increases are normally distributed and the second half six (6) months later. The employee must still be employed by CalOptima in order to be eligible to receive the lump sum bonus payments.

- L. Automobile Allowance: As circumstances warrant, the CEO may offer to employees in *executive staff* positions an automobile allowance in lieu of the IRS standard mileage reimbursement rate that would otherwise apply in the use of their personal vehicle in the performance of their duties. Such automobile allowance will be identified on the *executive staff*'s W-2 forms as taxable income. In addition, as a condition of receiving such allowance, the *executive staff* member must comply with the following requirements:
  - 1. He or she must maintain adequate levels of personal vehicle insurance coverage;
  - 2. He or she shall purchase his or her own fuel for the vehicle; and
  - 3. He or she shall ensure that the vehicle is properly maintained.

#### IV. ATTACHMENT(S)

- A. Executive Incentive Program
- B. Performance Review of Executives Template

#### V. REFERENCES

- A. CalOptima Employee Handbook
- B. Compensation Administration Guidelines
- C. Government Code, §20636 and 20636.1
- D. Title 2, California Code of Regulations (CCR), §571

#### VI. REGULATORY AGENCY APPROVAL(S)

None to Date

#### VII. BOARD ACTION(S)

Date	Meeting
01/05/2012	Regular Meeting of the CalOptima Board of Directors
05/01/2014	Regular Meeting of the CalOptima Board of Directors
12/03/2015	Regular Meeting of the CalOptima Board of Directors
09/07/2017	Regular Meeting of the CalOptima Board of Directors
06/07/2018	Regular Meeting of the CalOptima Board of Directors
02/07/2019	Regular Meeting of the CalOptima Board of Directors

#### VIII. REVISION HISTORY

Action	Date	Policy	Policy Title	Program(s)
Effective	01/01/2011	GA.8042	Pay Differentials	Administrative
Revised	01/05/2012	GA.8042	Pay Differentials	Administrative
Revised	05/20/2014	GA.8042	Supplemental Compensation	Administrative
Revised	12/03/2015	GA.8042	Supplemental Compensation	Administrative
Revised	09/07/2017	GA.8042	Supplemental Compensation	Administrative
Revised	06/07/2018	GA.8042	Supplemental Compensation	Administrative
Revised	02/07/2019	GA.8042	Supplemental Compensation	Administrative

### IX. GLOSSARY

Term	Definition	
Bilingual Certified Employee	An employee who has passed CalOptima's Bilingual Screening Process either upon hire or any time during their employment.	
Bilingual Screening Process	Prospective staff translators are identified by Cultural and Linguistic (C&L) Services Department based on qualifications obtained through CalOptima's bilingual screening process. The screening is either conducted as part of their initial hiring process or later during their employment. All staff translators must possess a strong ability to read, write and understand the target language. Once identified as potential staff translators, they are required to take a proficiency test created by C&L Services Department. They are evaluated on their vocabulary, grammar, orthography, flow, accuracy, cultural sensitivity, as well as consistency in usage of translated terms. The selection is based on their overall score.	
Bonus Pay	Compensation to employees for superior performance such as "annual performance bonus" and "merit pay." If provided only during a member's final compensation period, it shall be excluded from final compensation as "final settlement" pay. A program or system must be in place to plan and identify performance goals and objectives to count as Special Compensation for CalPERS purposes.	
CalPERS	California Public Employees Retirement System	
CalPERS Classic Member	A member enrolled in CalPERS prior to January 1, 2013.	
Classic Director	A Management Staff who is either a CalPERS Classic Member or a member prior to 01/01/2013 of another California public retirement system that is eligible for reciprocity with CalPERS.	
Classic Executive	An Executive Staff who is either a CalPERS Classic Member or a member prior to 01/01/2013 of another California public retirement system that is eligible for reciprocity with CalPERS.	
Compensation Earnable	The pay rate and special compensation as defined in Government Code sections 20636 and 20636.1.	
Executive Staff	Staff holding Executive level positions as specifically designated by the Board of Directors.	
Exempt Employee	Employees who are exempt from the overtime provisions of the federal Fair Labor Standards Act (FLSA) and state regulations governing wages and salaries. Exempt status is determined by the duties and responsibilities of the position and is defined by Human Resources for each position.	
Leave of Absence	A term used to describe a scheduled period of time off longer than five (5)	
(LOA)	days that an employee is to be away from his or her primary job, while maintaining the status of employee.	
Management Staff	Staff holding positions at or above Director level.	
Sales Incentive	An amount of money paid, in addition to base pay, to an employee for successfully enrolling a member into the OneCare or/ OneCare Connect Program.	
Special Compensation	Payment of additional compensation earned separate from an employee's base pay that meets the criteria listed in Title 2, California Code of Regulations (CCR) section 571(a).	
Threshold Language	For purposes of this policy, a threshold language as defined by the Centers for Medicare & Medicaid Services (CMS) for Medicare programs, or Department of Health Care Services for the Medi-Cal program.	

# Report Item 2 To be considered at the meeting