

Attachment A

CalOptima Fiscal Year 2022-23 Budget

By Line of Business

	Medi-Cal	OCC	OneCare	PACE	MSSP	Facilities	Other	Consolidated
Member Months	10,703,401	87,887	117,263	5,728	6,816	-	-	10,914,280
Avg Members	891,950	7,324	9,772	477	568	-	-	909,523
Revenues								
Capitation revenue	\$ 3,595,159,756	\$ 167,628,058	\$ 188,484,971	\$ 47,851,218	\$ 3,042,209	\$ -	\$ -	\$ 4,002,166,212
Total	\$ 3,595,159,756	\$ 167,628,058	\$ 188,484,971	\$ 47,851,218	\$ 3,042,209	\$ -	\$ -	\$ 4,002,166,212
Medical Costs								
Provider capitation	\$ 1,260,978,417	\$ 70,623,820	\$ 73,179,668	\$ -	\$ -	\$ -	\$ -	\$ 1,404,781,904
Professional Facility & Ancillary	\$ 1,185,211,585	\$ 33,072,291	\$ 44,387,911	\$ 22,808,949	\$ -	\$ -	\$ -	\$ 1,285,480,735
LTC/Skilled Nursing Facilities	\$ 612,794,229	\$ 8,924,314	\$ -	\$ 847,445	\$ 395,500	\$ -	\$ -	\$ 622,961,488
Prescription Drugs	\$ -	\$ 38,194,494	\$ 54,257,469	\$ 4,892,869	\$ -	\$ -	\$ -	\$ 97,344,832
Case Mgmt & Oth Medical	\$ 317,562,637	\$ 8,810,763	\$ 8,727,199	\$ 15,945,857	\$ 1,998,263	\$ -	\$ -	\$ 353,044,719
Total	\$ 3,376,546,867	\$ 159,625,681	\$ 180,552,247	\$ 44,495,120	\$ 2,393,763	\$ -	\$ -	\$ 3,763,613,678
MLR	93.92%	95.23%	95.79%	92.99%	78.69%			94.04%
Gross Margin	\$ 218,612,889	\$ 8,002,377	\$ 7,932,724	\$ 3,356,098	\$ 648,446	\$ -	\$ -	\$ 238,552,534
Administrative Expenses								
Salaries, Wages, & Employee Benefits	\$ 114,426,884	\$ 5,626,427	\$ 7,123,243	\$ 2,126,441	\$ 967,549	\$ -	\$ -	\$ 130,270,544
Non-Salary Operating Expenses	\$ 50,274,061	\$ 1,224,285	\$ 4,454,541	\$ 892,798	\$ 125,800	\$ 3,183,720	\$ -	\$ 60,155,204
Depreciation & Amortization	\$ 6,300,000	\$ -	\$ -	\$ 10,800	\$ -	\$ 2,691,000	\$ -	\$ 9,001,800
Indirect Cost Allocation, Occupancy Expense	\$ (3,907,922)	\$ 4,333,100	\$ 4,872,200	\$ 155,430	\$ 78,600	\$ (5,874,720)	\$ -	\$ (343,312)
Total	\$ 167,093,023	\$ 11,183,812	\$ 16,449,984	\$ 3,185,468	\$ 1,171,949	\$ -	\$ -	\$ 199,084,236
ALR	4.65%	6.67%	8.73%	6.66%	38.52%			4.97%
Operating Income/(Loss)	\$ 51,519,866	\$ (3,181,434)	\$ (8,517,260)	\$ 170,629	\$ (523,503)	\$ -	\$ -	\$ 39,468,298
Investment Income							\$ 6,000,000	\$ 6,000,000
Digital Transformation Strategy							\$ (10,977,113)	\$ (10,977,113)
500 Building							\$ 1,090,000	\$ 1,090,000
CHANGE IN NET ASSETS	\$ 51,519,866	\$ (3,181,434)	\$ (8,517,260)	\$ 170,629	\$ (523,503)	\$ -	\$ (3,887,113)	\$ 35,581,185

Attachment B: Administrative Budget Details

Medi-Cal: Non-Salary Operating Expenses				
Specific Type	Objective of the Item Proposed	Budget FY 2022-23 Input	Authorization	Appropriation
Other Operating Expenses	Insurance Premiums - Errors and Omissions Professional Liability - General and Property Liabilities - Excess Liabilities - Commercial Auto - Directors and Officers (D&O) - Network/Privacy (Cyber), Crime, Employment Practices Liability (EPL) - Earthquake, Pollution and Umbrella - Wage and Hour Coverage	2,512,000	X	X
Other Operating Expenses	Telecommunications and Network Connectivity Expenses, Business Telephones and Accessories (Desk Phones, Headsets, Tablets and Accessories)	2,271,000	X	X
Other Operating Expenses	Network Connectivity Maintenance and Support for CalOptima Sites (Network Monitoring Tools, Web Filters, All Main Distribution Frame and Intermediate Distribution Frame Batteries, Internet Optimizers, Routers, Wireless Application Protocol Devices, Other Tools)	1,988,000	X	X
Other Operating Expenses	Facets Core System (Enrollment, Claims, Authorizations and Other Modules) License Renewal and Maintenance. Facets True-Up Membership	1,935,672	X	X
Other Operating Expenses	Corporate Software Maintenance (Provider Sanctioning and Analytics, Data Warehouse Cleansing, Analytics, Business Application Workflow, Website Content Management, Compliance and Other Corporate Applications)	1,635,506	X	X
Other Operating Expenses	Operating Systems and Office Software Suite License Costs to Support Entire Organization	1,500,000	X	X
Other Operating Expenses	Replacement Hardware for Operating System Upgrade, Desktop Software Licenses, and Other Minor Computer Equipment, Laptop and Desktop Replacements	1,458,000	X	X
Other Operating Expenses	User Licenses for Medicare Claims Pricing Software	1,371,000	X	X
Other Operating Expenses	Provider and Physician Credentialing System Maintenance and License Renewal	844,800	X	X
Other Operating Expenses	Information Security Data Loss Prevention Solution Annual Maintenance	839,800	X	X
Other Operating Expenses	Application Software Maintenance - IT Development Tools (Data Modeling, Architecture, Technical Libraries, Documentation, Technical Frameworks, Electronic Data Interchange, Software Development Testing)	747,328	X	X
Other Operating Expenses	Server Connectivity Maintenance and Support for Server Equipment (Servers, Storage, Virtual Machine Licenses, Backup Software)	719,000	X	X
Other Operating Expenses	Maintenance and Support Annual Renewal for the Telecommunications Network Systems	680,800	X	X
Other Operating Expenses	Training & Seminar - Professional Development and Education - System and Software Update Training - Process Improvement Training - Financial and Reporting Software Upgrade and Training - Training Classes for Facility Management, Environmental and Safety Issues - Training Classes for Professional Certifications and Continuing Legal Education	653,581	X	X

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Medi-Cal: Non-Salary Operating Expenses				
Specific Type	Objective of the Item Proposed	Budget FY 2022-23 Input	Authorization	Appropriation
Other Operating Expenses	Human Resources Corporate Application Software Maintenance (Training, Recruitment, Performance Evaluation, HR Benefits, Employee Time and Attendance and Payroll)	629,000	X	X
Other Operating Expenses	Association Membership Dues (Provide Advocacy, Program Support, Technical Support Regarding State and Federal Regulatory Issues)	606,125	X	X
Other Operating Expenses	Purchases and Installation of Office Furniture for Adds, Moves, Furniture, Fixture and Equipment, and Various Other Articles of Minor Equipment	435,000	X	X
Other Operating Expenses	Cloud Government/Storage Subscription	420,000	X	X
Other Operating Expenses	Maintenance of Desktop Application Software and Hardware	378,542	X	X
Other Operating Expenses	Healthcare Information Research and Analysis, Information Systems Audit and Control, Association Subscription Renewal	359,500	X	X
Other Operating Expenses	Contract Management System	354,900	X	X
Other Operating Expenses	Subscription Renewal for Standard Medical Coding Schedules and Multiple User Licenses	324,996	X	X
Other Operating Expenses	Tuition Reimbursement for Staff Development and Organizational Development Programs (CalOptima Special Speakers, Trainers, Computer Classes, Other Training Events)	269,270	X	X
Other Operating Expenses	Office Supplies (Paper, Toner, Batteries, Mouse Pads, Keyboards, Environmental Health and Safety, Disaster Recovery, Other Miscellaneous Items) for Company-Wide Usage	264,996	X	X
Other Operating Expenses	Additional Software License and Upgrade Costs for Operating Systems and Office Software Suite	200,000	X	X
Other Operating Expenses	24/7 Support to Assist CalOptima's Operating Systems and Office Software Suite Related Questions and Issues	200,000	X	X
Other Operating Expenses	Sponsorship, Registration Fees and Other Related Costs for New and Anticipated Community Events, Health Fairs, Venue Rental, Services and Supplies, Promotional Items	192,250	X	X
Other Operating Expenses	Maintenance for Windows and Carpet Cleaning, Furniture Repair, Doors, Audio Visual Equipment, Plumbing and Other General Maintenance Needs	192,000	X	X
Other Operating Expenses	Maintenance and Support for the Production/Development of Citrix Operating System/Software Environments	176,000	X	X
Other Operating Expenses	Travel - Conferences/Seminars and Meetings for Managers and Staff - State Meetings Related to Regulatory and Legislative Issues, Strategic Development - Association Meetings - Vendor Site Visits, Field Staff Visits - Mileage and Parking Reimbursement for Community Events and Presentations, Provider Offices and Member Enrollment	164,327	X	X
Other Operating Expenses	Employee Engagement Events and CalOptima Logo Apparel	164,000	X	X
Other Operating Expenses	Software to Generate and Interface with Facets Letters	158,796	X	X
Other Operating Expenses	Finance Corporate Applications Software Maintenance (Accounting, Finance and Procurement Systems)	157,208	X	X
Other Operating Expenses	Professional Dues and Member Fees for Various Professional Associations	150,073	X	X
Other Operating Expenses	Database Administrator License Renewals, Maintenance and Support	146,500	X	X

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Medi-Cal: Non-Salary Operating Expenses				
Specific Type	Objective of the Item Proposed	Budget FY 2022-23 Input	Authorization	Appropriation
Other Operating Expenses	Board Member Stipends, Memberships, Conferences, Training and Travel	99,314	X	X
Other Operating Expenses	Office Supplies for Various Departments' Needs for Everyday Operations	73,538	X	X
Other Operating Expenses	Employee Appreciation Events	63,380	X	X
Other Operating Expenses	Subscription Fees for Various Licenses, Literature and Organizations	51,342	X	X
Other Operating Expenses	Subscriptions for Existing Software and Databases	46,396	X	X
Other Operating Expenses	CMO Physician Advisory Committee Outreach	31,200	X	X
Other Operating Expenses	Food Services for CalOptima Informational Series, Legislative Luncheon Events, Member and Provider Meetings/Conferences, Board Meetings and Other Events	19,050	X	X
Other Operating Expenses	Subscription Fees for Electronic Surveys, Education Videos for Members and Associations	18,000	X	X
Other Operating Expenses	General Supplies for CalOptima Staff	15,000	X	X
Other Operating Expenses	Supplies and Costs Associated with Various Outreach, Community Events, Sponsorships and Health Fairs	14,104	X	X
Other Operating Expenses	Maintenance and Support for Printers	12,000	X	X
Other Operating Expenses	Medical Licenses and Required Certifications	12,000	X	X
Other Operating Expenses	Subscription Fees for Both Clinical and Programmatic Support, and Normal Maintenance of Certification Licensure	10,008	X	X
Other Operating Expenses	Food Services for Community Events and Supporting New Initiatives	10,000	X	X
Other Operating Expenses	Food Services Allowances, as Needed, for Sponsoring Member and Provider Meetings, Conferences, Department Meetings and Other Events	9,452	X	X
Other Operating Expenses	Promotional and Outreach Activities to Help Support CalOptima Programs and Initiatives. Branded Signage to Promote CalOptima's Medi-Cal Campaigns	9,000	X	X
Other Operating Expenses	Computer Software for Medical Coding and Design of Print Materials and Other Related Expenses	7,300	X	X
Other Operating Expenses	Incentives for Provider Recognition and Outreach	6,200	X	X
Other Operating Expenses	Food Services for Advisory Committees, Existing and New Collaboratives, Stakeholder Engagement For New Initiatives	3,600	X	X
Other Operating Expenses	Food Services for Provider Advisory Committee, CalOptima Community Network Lunch and Learn Events and CCN Anniversary Event	3,000	X	X
Other Operating Expenses	Food Services for Annual CalOptima Event to Promote Mental Health Awareness and Other Events	2,000	X	X
Other Operating Expenses	Maintenance and Renewal for Procurement Software	1,200	X	X
Printing & Postage	Postage for Maintenance of Business, Direct Mailer, ID Cards, and Community Supports Benefits Flier	1,571,111	X	X
Printing & Postage	Print and Fulfillment for Regular Mailings of Daily/Monthly Packets	1,541,808	X	X
Printing & Postage	General Postage for Outgoing Mail	642,000	X	X
Printing & Postage	Print and Fulfillment for Newsletters	476,937	X	X
Printing & Postage	California Advancing and Innovating Medi-Cal (CalAIM) Mailing, Community Supports Inserts, CalFresh Initiative, and New ID Cards	160,193	X	X

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Medi-Cal: Non-Salary Operating Expenses				
Specific Type	Objective of the Item Proposed	Budget FY 2022-23 Input	Authorization	Appropriation
Printing & Postage	Printing of the Annual Report to the Community, Holiday Cards, Provider Press Newsletter, Stock Photo Fees and Ad Hoc Collateral Materials	72,000	X	X
Printing & Postage	Mail Services Charges, Courier/Delivery of Print Materials	49,488	X	X
Printing & Postage	Provider Relations Provider Directory Validation Forms, Annual In-Service Letters and Attestation Forms, Access and Availability Required Mailings and Postage Required to Ensure Provider Training and Education Compliance	36,000	X	X
Printing & Postage	Miscellaneous Member Materials, Printing Expenses and Supplies for Various Departments	32,280	X	X
Printing & Postage	Printing Services for Facilities Projects and Events, Safety and Security, Other CalOptima Departments' Printing Needs	24,000	X	X
Professional Fees	General and Adversarial Legal Fees	3,200,000	X	X
Professional Fees	Internal Audit on Operations	400,000	X	X
Professional Fees	Employee Engagement and Feedback, Executive Recruiter Expenses, Leave and Accommodation and Ad Hoc Consulting	375,000	X	X
Professional Fees	Consultant for Medi-Cal Mock Audit and Other Required Audits	360,000	X	X
Professional Fees	Rebasing, Network Support and Other Related Actuarial Consulting Services	340,000	X	X
Professional Fees	Compensation and Job Classification Study	300,000	X	X
Professional Fees	Core Systems Upgrade Consultation, Technical Training and Other Core Application Support	292,992	X	X
Professional Fees	Government Affairs Contract and Management of State and Federal Lobbyists	265,000	X	X
Professional Fees	Consulting Fees for Organizational and Strategic Plan Support	260,000	X	X
Professional Fees	Medical Loss Ratio Audit	250,632	X	X
Professional Fees	Consulting Fees To Support Campaign Development and Advertising Strategy	240,000	X	X
Professional Fees	Financial Audit Annual Contract	216,000	X	X
Professional Fees	Consulting Fees To Support Program Outreach and Social Media Efforts, Acquiring Data for Strategic Direction	200,000	X	X
Professional Fees	Support for Implementation of Strategic Plan, Initiatives Aligned with Strategic Plan, Equity Initiative Activities, Duals Population Market Analysis and Network Model Change Evaluation	200,000	X	X
Professional Fees	Consulting Fees for Government Affairs Support	150,000	X	X
Professional Fees	Portal and Website Support for Enhancements of Software Development Tools and Frameworks	120,000	X	X
Professional Fees	Health Insurance Portability and Accountability Act (HIPAA) Security Compliance, including Risk Management, Assessment and Network Penetration	116,000	X	X
Professional Fees	External Peer Review and Compliance and Ethics Hotline	91,200	X	X
Professional Fees	Consulting Fees to Support CalAIM Implementation and Stakeholder Events	90,000	X	X
Professional Fees	Investment Advisory Support Services	90,000	X	X
Professional Fees	Software Upgrades and Transitions, Security Services and Miscellaneous Consulting/Professional Services	60,000	X	X
Professional Fees	Professional Fees for Budget and Procurement Support	40,200	X	X
Professional Fees	Chronic Illness and Disability Payment System (CDPS) Renormalization and Coefficient Development	40,000	X	X

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Specific Type	Objective of the Item Proposed	Budget FY 2022-23 Input	Authorization	Appropriation
Professional Fees	Space Planning Services	36,000	X	X
Professional Fees	Evaluation of End to End Workflow for System/Process Improvements	32,000	X	X
Professional Fees	Professional Fees for Other Post Employment Benefits (OPEB) and Various Accounting and Related Consulting Services	20,500	X	X
Professional Fees	Focus Group Support to Gather Consumer Feedback on Advertising Effort	20,000	X	X
Professional Fees	Annual IBNR Certification Review	19,500	X	X
Professional Fees	Professional Fees for External Peer Review	18,000	X	X
Professional Fees	Consulting Fees for Medical Necessity Support	10,008	X	X
Purchased Services	Claims Prepayment Editing Services	2,700,000	X	X
Purchased Services	Overpayment Identification Services	1,440,000	X	X
Purchased Services	Electronic Data Interchange Institutional Claims	1,104,000	X	X
Purchased Services	Coordination Of Benefits (COB) Project	900,000	X	X
Purchased Services	Face to Face Interpreter Services	730,512	X	X
Purchased Services	Radio, Television, Print, Outdoor, Digital Advertising and Other Media to Promote and Support Awareness Campaigns and Satellite Office Campaign	540,000	X	X
Purchased Services	Telephonic and Video Interpreter Services	473,592	X	X
Purchased Services	Business Bank Fees	408,000	X	X
Purchased Services	Third Party Check Printing and Mailing Fees	390,000	X	X
Purchased Services	Claims Imaging and Indexing Services	372,000	X	X
Purchased Services	Conversion of Temporary Assistance for Needy Families (TANF) to Supplemental Security Income (SSI)	370,128	X	X
Purchased Services	Long Term Care Rate Adjustments	350,400	X	X
Purchased Services	Translation Services for Threshold Languages, Translation Audit Review, Annual Translation Skills Assessment, New Hire Bilingual Testing and In-Design License	287,304	X	X
Purchased Services	Disaster Recovery Technology Services	240,000	X	X
Purchased Services	Radio, Television, Print, Outdoor, Digital Advertising Campaign to Encourage Use of CalOptima-Covered Preventative Services	150,000	X	X
Purchased Services	Recruitment Advertisement and Sourcing	145,000	X	X
Purchased Services	Offsite Backup Tape Storage and Services, Slotted Media Storage	130,140	X	X
Purchased Services	Regulatory 508 Compliance Remediation Services for PDF Files to Make Member, Provider, Board and Other Materials Accessible to Persons With Disabilities on the Website as Required by CMS, DHCS and Section 508 Regulations	120,000	X	X
Purchased Services	Insurance Broker Services	115,008	X	X
Purchased Services	Benefit Broker Services	115,000	X	X
Purchased Services	Data Scanning and Storage	110,004	X	X
Purchased Services	Telecom Expense Management System	100,000	X	X
Purchased Services	Claims Pricing Automation Enhancements & Other Purchased Services	84,600	X	X
Purchased Services	Funding for Photography and Video Production Services Needed to Support New CalOptima Initiatives	72,000	X	X

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Medi-Cal: Non-Salary Operating Expenses				
Specific Type	Objective of the Item Proposed	Budget FY 2022-23 Input	Authorization	Appropriation
Purchased Services	Flexible Spending Accounts (FSA)/Consolidated Omnibus Budget Reconciliation Act (COBRA)	65,000	X	X
Purchased Services	Health Screening	65,000	X	X
Purchased Services	Sponsorship of PBS Featuring Brand Placement and Raising Awareness of Health Topics	60,000	X	X
Purchased Services	Healthcare Productivity Automation Services	60,000	X	X
Purchased Services	Telework, Handling, Deliveries and Security Guards	55,596	X	X
Purchased Services	Background Screening	54,720	X	X
Purchased Services	Executive Coaching	50,000	X	X
Purchased Services	Retirement Funds Advisory	50,000	X	X
Purchased Services	COVID Cleaning and Building Sanitization	49,992	X	X
Purchased Services	Employee Assistance Program	40,000	X	X
Purchased Services	TB Shots and Other General Purchased Services	39,996	X	X
Purchased Services	Member Experience Survey and Workforce Enhancement	36,000	X	X
Purchased Services	Employee Wellness and Ad Hoc Programs	32,490	X	X
Purchased Services	Pre Employment Applicant Testing	25,000	X	X
Purchased Services	Tax Form Processing Fees and Other General Purchased Services	13,500	X	X
Purchased Services	Destruction of Electronic Media	12,000	X	X
Purchased Services	Phishing Test Service	12,000	X	X
Purchased Services	Medicare Third Party Liability (TPL)	9,600	X	X
Purchased Services	Compensation System Subscription Fee	9,000	X	X
Purchased Services	October Cyber Security Awareness Month	5,000	X	X
Purchased Services	Imaging Services	3,576	X	X
Purchased Services	General Services for Customer Service, Operations Management, Executive Office, Audit & Oversight, and Other Various Departments	2,000	X	X
Total Non-Salary Operating Expenses		50,274,061		

Attachment B: Administrative Budget Details

OneCare Connect: Non-Salary Operating Expenses				
Specific Type	Objective of the Item Proposed	Budget FY 2022-23 Input	Authorization	Appropriation
Other Operating Expenses	Training and Seminars for Professional Development and Education	12,762	X	X
Other Operating Expenses	Travel Expenses for Visits to Provider Offices, Presentations, Health Fairs, Community Events, Annual Audits and Conferences/Seminars	8,750	X	X
Other Operating Expenses	Subscriptions, Certifications and Professional Dues	8,425	X	X
Other Operating Expenses	Member Outreach Activities and Promotional Items for Community Events	4,750	X	X
Other Operating Expenses	Office Supplies Needed for Everyday Department Operations	1,372	X	X
Other Operating Expenses	Food Services Allowances, as Needed, for Sponsoring Member and Provider Meetings, Conferences, Community Events, Compliance Week, and Department Training and Meeting	502	X	X
Printing & Postage	Maintenance of Enrolled Members (Printing, Fulfillment, Postage), Member Routine Annual and Quarterly Mailings, Other Related Printing and Postage Expenses	267,139	X	X
Printing & Postage	Marketing Materials, Including Sales Brochures, Posters, Handouts and Other Member and Provider Oriented Materials and Postage	69,750	X	X
Printing & Postage	Printing of Enrollment Materials, Retainment Materials, and Other Related Printing Expenses	50,000	X	X
Printing & Postage	Member and Provider Materials, Fulfillment and Other Printing Fees for Various Departments	18,202	X	X
Professional Fees	Independent Validation Audit for Close Out of CMS Program	64,998	X	X
Professional Fees	Annual Compliance Program Effectiveness (CPE) Audit	45,000	X	X
Professional Fees	Medicare Data Validation Audit	15,000	X	X
Purchased Services	Pharmacy Benefits Management	466,800	X	X
Purchased Services	Claims Processing through Automation Data Flow	75,000	X	X
Purchased Services	Language Interpretation, Face to Face Interpreter Services, Telephonic Interpreter and Video Interpreting Services, and Translation of Member Materials	48,918	X	X
Purchased Services	Advertising and Media Buys (Newspapers, Magazines, Radio, Bus Shelter, Campaigns, Other Media)	45,000	X	X
Purchased Services	Third Party Liability Subrogation Recovery Services	21,467	X	X
Purchased Services	Purchased Services Needs for Customer Service	450	X	X
Total Non-Salary Operating Expenses		1,224,285		

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OneCare: Non-Salary Operating Expenses				
Specific Type	Objective of the Item Proposed	Budget FY 2022-23 Input	Authorization	Appropriation
Other Operating Expenses	Marketing and Outreach Activities and Promotional Items for Various Events	27,000	X	X
Other Operating Expenses	Member Outreach Activities and Promotional Items for Community Events	18,400	X	X
Other Operating Expenses	Promotional Items for Community Events, Sponsorships and Registration Fees and Venue Rental	17,752	X	X
Other Operating Expenses	Training and Seminars for Professional Development and Education	12,762	X	X
Other Operating Expenses	Subscriptions, Certifications and Professional Dues	7,219	X	X
Other Operating Expenses	Travel Expenses for Visits to Provider Offices, Presentations, Health Fairs, Community Events, Annual Audits and Conferences/Seminars	6,650	X	X
Other Operating Expenses	Food Service Allowances, as Needed, for Sponsoring Member and Provider Meetings, Conferences, Community Events, Compliance Week, and Department Training and Meeting	5,798	X	X
Other Operating Expenses	Office Supplies Needed for Everyday Department Operations	1,852	X	X
Printing & Postage	Marketing Materials, Including Sales Brochures, Posters, Handouts and Other Member and Provider Oriented Materials and Postage	560,250	X	X
Printing & Postage	Maintenance of Enrolled Members (Printing, Fulfillment, Postage), Member Routine Annual and Quarterly Mailings, Other Related Printing and Postage Expenses	500,000	X	X
Printing & Postage	Printing of Enrollment Materials, Retainment Materials, Broker Agency Enrollment Kits, and Other Related Printing Expenses	450,000	X	X
Printing & Postage	Member and Provider Materials, Fulfillment and Other Printing Fees for Various Departments	16,198	X	X
Professional Fees	Annual Contract Bid for OneCare, Rebasing and Other Actuarial Services	235,000	X	X
Professional Fees	Percentage of Premium Sufficiency, Fully Integrated Special Needs Plans (FIDE SNP) Consideration and Other Related Actuarial Consulting Services	60,000	X	X
Professional Fees	Annual Compliance Program Effectiveness (CPE) Audit	45,000	X	X
Professional Fees	Medicare Data Validation Audit	15,000	X	X
Purchased Services	Broker Agency Commission for Member Enrollment	1,500,000	X	X
Purchased Services	Pharmacy Benefits Management	628,200	X	X
Purchased Services	Advertising and Media Buys (Newspapers, Magazines, Radio, Bus Shelter, Campaigns, Other Media)	255,000	X	X
Purchased Services	Language Interpretation, Face to Face Interpreter Services, Telephonic Interpreter and Video Interpreting Services, and Translation of Member Materials	62,460	X	X
Purchased Services	Claims Processing through Automation Data Flow	30,000	X	X
Total Non-Salary Operating Expenses		4,454,541		

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PACE: Non-Salary Operating Expenses				
Specific Type	Objective of the Item Proposed	Budget FY 2022-23 Input	Authorization	Appropriation
Other Operating Expenses	Software License and Support, Repairs and Maintenance of Minor Equipment, Building and Unforeseen Incidentals and Building Security Services	60,633	X	X
Other Operating Expenses	Outreach Events and Promotional Marketing Items to Help Elevate PACE Center and Support Program Enrollment and Expansion	27,223	X	X
Other Operating Expenses	Electricity, Gas, Water and Other Related Expenses	8,100	X	X
Other Operating Expenses	General Liability, Property, Earthquake and Other Insurance Fees	6,750	X	X
Other Operating Expenses	Food Service Allowances, as Needed, for Sponsoring, Enrollment and Retention Events, Member and Provider Meetings, Conferences and Trainings	6,225	X	X
Other Operating Expenses	Minor Equipment and Supplies (Kitchen, Rehab, Social Day, Staff Break Room, Clinic/Rehab Equipment)	3,972	X	X
Other Operating Expenses	Staff Development Training (Registration Fees, Travel, Accommodations, Incidentals)	3,002	X	X
Other Operating Expenses	Property Tax Assessment	1,800	X	X
Other Operating Expenses	Staff Travel and Mileage for Home Visits, Marketing, Conferences and Enrollment	1,080	X	X
Other Operating Expenses	Office Supplies for Staff	1,080	X	X
Other Operating Expenses	Subscriptions, Membership, Registration for Dietetic and Other Discipline Specific Memberships	1,017	X	X
Printing & Postage	Participant Newsletter, Typesetting for Translated Materials, Printing, Fulfillment and Postage Costs for Direct Mail Campaign, Marketing Materials and Other Printing Expenses	242,810	X	X
Professional Fees	Part D Actuarial Services and Other Financial Consulting Fees	4,950	X	X
Purchased Services	Advertising (Radio, Television, Print, Outdoor, Digital and Other Mediums) to Promote and Support Enrollment and Participation	510,000	X	X
Purchased Services	Health Outcomes and Satisfaction Surveys, Encounter Data File Formatting, Sterilization of Medical Equipment, Provider Communication, Appointment Services, Telehealth Support Services, Medical Equipment Calibration and Other Related Expenses	14,156	X	X
Total Non-Salary Operating Expenses		892,798		

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MSSP: Non-Salary Operating Expenses				
Specific Type	Objective of the Item Proposed	Budget FY 2022-23 Input	Authorization	Appropriation
Other Operating Expenses	Information Management Software for Long Term Care	50,000	X	X
Other Operating Expenses	Cell Phones and Data Plans for Field Staff and Management Team Who Complete Onsite Home Assessments	40,000	X	X
Other Operating Expenses	Regular Home Visits with Members for Field Staff	10,000	X	X
Other Operating Expenses	Professional Certifications	6,000	X	X
Other Operating Expenses	Professional Development and Education	2,000	X	X
Other Operating Expenses	Routine Office Supplies for Field and Office Staff	1,800	X	X
Professional Fees	Annual Finance Audit	16,000	X	X
Total Non-Salary Operating Expenses		125,800		

Attachment B: Administrative Budget Details

Facilities: Non-Salary Operating Expenses				
Specific Type	Objective of the Item Proposed	Budget FY 2022-23 Input	Authorization	Appropriation
Other Operating Expenses	Electricity	474,800	X	X
Other Operating Expenses	Janitorial Night Contract	400,400	X	X
Other Operating Expenses	Property, Liability and Earthquake Insurance	270,000	X	X
Other Operating Expenses	Engineering Contract	257,700	X	X
Other Operating Expenses	Janitorial Day Contract	149,600	X	X
Other Operating Expenses	Plumbing	126,500	X	X
Other Operating Expenses	Other Repair and Maintenance (Signage, Steam Cleaning, Roof, Locksmith, Pest Control Contract, Lobby Seasonal Decoration, Common Area Maintenance, and Other Maintenance)	110,300	X	X
Other Operating Expenses	Electrical Repairs and Supplies	103,800	X	X
Other Operating Expenses	HVAC Miscellaneous	96,560	X	X
Other Operating Expenses	Janitorial Supplies	86,400	X	X
Other Operating Expenses	Security Equipment and Maintenance	63,800	X	X
Other Operating Expenses	Exterior Landscape Contract	45,600	X	X
Other Operating Expenses	Water - Building	45,300	X	X
Other Operating Expenses	Other Fire/Life Safety Expenses (Phone, Emergency Generator, Other Expenses)	35,900	X	X
Other Operating Expenses	Windows	30,100	X	X
Other Operating Expenses	Landscape Extras	29,600	X	X
Other Operating Expenses	Elevator Maintenance Contract	27,600	X	X
Other Operating Expenses	Gas	26,760	X	X
Other Operating Expenses	HVAC Maintenance Contract	24,700	X	X
Other Operating Expenses	Water Treatment	22,900	X	X
Other Operating Expenses	Property Tax Assessments	20,700	X	X
Other Operating Expenses	Walls, Ceilings, Floors, Sidewalks, Railings	19,500	X	X
Other Operating Expenses	Painting	15,200	X	X
Other Operating Expenses	Trash	11,500	X	X
Other Operating Expenses	Parking Lot Maintenance and Sweeping	10,100	X	X
Other Operating Expenses	Door Maintenance and Repair	8,800	X	X
Printing & Postage	Postage and Courier	1,800	X	X
Purchased Services	Property Management, Administration Fee and Other Related Expenses	344,800	X	X
Purchased Services	Security Contract	323,000	X	X
Total Non-Salary Operating Expenses		3,183,720		

Attachment B1: Digital Transformation Administrative Budget Details

Medi-Cal: Non-Salary Operating Expenses				
Specific Type	Objective of the Item Proposed	Budget FY 2022-23 Input	Authorization	Appropriation
Other Operating Expenses	SOC (Security Operation Center) as a Service	1,576,000	X	X
Other Operating Expenses	Privileged and Identity Access Management	375,000	X	X
Other Operating Expenses	Data Protection and Digital Forensics & Incident Services	368,000	X	X
Other Operating Expenses	Cloud Government/Storage Subscription (Non Digital)	230,000	X	X
Other Operating Expenses	End Point Protection/Detection/Response Services	200,000	X	X
Other Operating Expenses	Zero Trust Network Architecture	168,000	X	X
	Training & Seminar - Professional & Organizational Development and Education - System and Software Update Training - Process Improvement Training - Financial and Reporting Software Upgrade and Training - Training Classes for Facility Management, Environmental and Safety Issues - Training Classes for Professional Certifications and Continuing Legal Education	163,200	X	X
Other Operating Expenses	Anti-Phishing/SPAM and Various Subscriptions	77,000	X	X
Other Operating Expenses	Professional Dues and Member Fees for Various Professional Associations	53,760	X	X
Other Operating Expenses	Application Software Maintenance - IT Development Tools (Data Modeling, Architecture, Technical Libraries, Documentation, Technical Frameworks, Electronic Data Interchange, Software Development Testing)	41,520	X	X
	Travel - Conferences/Seminars and Meetings for Managers and Staff - State Meetings Related to Regulatory and Legislative Issues, Strategic Development - Association Meetings - Vendor Site Visits, Field Staff Visits - Mileage and Parking Reimbursement for Community Events and Presentations, Provider Offices and Member Enrollment	39,600	X	X
Other Operating Expenses	Office Supplies for Various Departments' Needs for Everyday Operations	300	X	X
Professional Fees	Portal, Website Support and Quality Assurance Support for Enhancements of Software Development and Frameworks	600,000	X	X
Professional Fees	Core Systems Upgrade Consultation, Technical Training and Other Core Application Support	434,500	X	X
Professional Fees	Business Intelligence Related Support for Enhancement of Software Development and Frameworks	300,000	X	X
Professional Fees	Workflow Management Support	250,000	X	X
Professional Fees	Member and Provider Centric Artificial Intelligence and Machine Learning Solution Planning and Execution	240,000	X	X
Professional Fees	Data Warehouse Support for Enhancement of Software Development and Frameworks	216,000	X	X
Professional Fees	EDI and System Integration Support for Enhancement of Software Development and Frameworks	192,000	X	X
Purchased Services	Network Operations and CAPEX Related Services	160,000	X	X
Total Non-Salary Operating Expenses		5,684,880		

Attachment A: FY 2022-23 Capital Budget by Project

INFRASTRUCTURE	HARDWARE	SOFTWARE	PROFESSIONAL FEES	TOTAL CAPITAL
Replace End of Support Servers (Non Virtual Machines)	390,000		10,000	400,000
Tool for Database Auditing and Compliance	50,000	150,000	100,000	300,000
Replace End of Support Servers for Production Environment	251,000			251,000
New Ticketing Tool for Caloptima Staff		150,000	100,000	250,000
Virtual Environment for Claims Automations	100,000	100,000	20,000	220,000
Replace End of Support Servers for Non-Production Environment	211,000			211,000
Upgrading the Internet Web Proxy		170,000	30,000	200,000
Replace Virtual Servers Hosts	95,000			95,000
Tool for Database Monitoring Solution		79,800		79,800
Security Monitoring Tool for Servers and Networks		75,000		75,000
Tool for Web Monitoring Solution		55,000		55,000
Transition Legacy Mail Components to Microsoft Cloud			50,000	50,000
Tool to Automate File Transfer		50,000		50,000
Tool for Desktop Monitoring and Troubleshooting		50,000		50,000
Monitoring Solution for Servers And Network Devices (Troubleshooting)		45,000		45,000
Enhanced Microsoft Video Conferencing Solution	40,000			40,000
Failover Phone System for PACE	28,000	8,000		36,000
Tool to Track Database Inventory and Optimize Database Performance		27,432		27,432
Additional Features for Remote Support Tool for Service Desk		25,000		25,000
TOTAL INFRASTRUCTURE	\$ 1,165,000	\$ 985,232	\$ 310,000	\$ 2,460,232

APPLICATIONS MANAGEMENT	HARDWARE	SOFTWARE	PROFESSIONAL FEES	TOTAL CAPITAL
Electronic Health Information Exchange - Interoperability Phase II - Plan to Plan		500,000	150,000	650,000
Integrated Provider Data Management System		350,000	110,000	460,000
License Language & Font Packages	50,000			50,000
Electronic Health Record System		3,000	5,000	8,000
TOTAL APPLICATIONS MANAGEMENT	\$ 50,000	\$ 853,000	\$ 265,000	\$ 1,168,000

505 BUILDING IMPROVEMENTS	BUILDING	EQUIPMENT	PROFESSIONAL FEES	TOTAL CAPITAL
Furniture Upgrades	500,000			500,000
Office Suite Renovation and Improvements	400,000		50,000	450,000
Building Security Projects	241,000		35,000	276,000
Touchless Faucets	183,000			183,000
Parking Lot Security	112,000			112,000
Capital Lease Copiers	111,000			111,000
Parking Lot Improvement	102,000			102,000
Electric Car Charging Station	68,000			68,000
IDF Room HVAC Unit Replacement	60,000			60,000
Road Warning Light (Crosswalk)	50,000			50,000
Freight Elevator Refresh	42,000			42,000
LED Canopy Light Fixtures	8,131			8,131
TOTAL 505 BUILDING IMPROVEMENTS	\$ 1,877,131	\$ -	\$ 85,000	\$ 1,962,131

500 BUILDING IMPROVEMENTS	BUILDING	EQUIPMENT	PROFESSIONAL FEES	TOTAL CAPITAL
Tenant Improvements	3,422,000			3,422,000
Technology Updates	2,100,000			2,100,000
Office Furniture and Other Equipment	1,370,000			1,370,000
HVAC Equipment Replacement	650,000			650,000
Touchless Water Fixtures	100,000			100,000
Security System	50,000			50,000
TOTAL 505 BUILDING IMPROVEMENTS	\$ 7,692,000	\$ -	\$ -	\$ 7,692,000

PACE	BUILDING	EQUIPMENT	PROFESSIONAL FEES	TOTAL CAPITAL
Parking Lot Improvement	230,000			230,000
Additional Furniture Fixtures and Equipment	50,000		5,000	55,000
Interior Light Improvement	45,000			45,000
Monument Sign	25,000			25,000
Technology Upgrades		25,000		25,000
Kitchen Flooring	15,000			15,000
Clinic Speaker Equipment		10,000	1,000	11,000
TOTAL PACE	\$ 365,000	\$ 35,000	\$ 6,000	\$ 406,000

TOTAL FY 2022-23 CAPITAL BUDGET	\$ 11,149,131	\$ 1,873,232	\$ 666,000	\$ 13,688,363
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Attachment A1: FY 2022-23 Digital Transformation Year One Capital Budget by Project

INFRASTRUCTURE	HARDWARE	SOFTWARE	PROFESSIONAL FEES	TOTAL CAPITAL
Network Bandwidth Upgrade for All Sites (Wide Area Network)	4,615,000		190,000	4,805,000
Internet Bandwidth Upgrade for All Sites	2,514,000		60,000	2,574,000
Virtual Private Network Upgrade		75,000		75,000
Test Environment for Database High Availability	50,000	20,000		70,000
TOTAL INFRASTRUCTURE	\$ 7,179,000	\$ 95,000	\$ 250,000	\$ 7,524,000
APPLICATIONS MANAGEMENT	HARDWARE	SOFTWARE	PROFESSIONAL FEES	TOTAL CAPITAL
Care Management System		2,500,000	500,000	3,000,000
Enterprise Robotic Process Automation		1,000,000	500,000	1,500,000
Cloud Migration - Financial System		756,000	556,000	1,312,000
Clinical Evidence Based Criteria/Guidelines		950,000		950,000
Customer Relationship Management System		693,750	231,250	925,000
Automation Batch Processing Software		375,000	150,000	525,000
Orange County - Health Information Exchange Participation		425,000	75,000	500,000
Customer Service Enhanced System Functions		250,000	150,000	400,000
Member and Provider Portal Enhanced Stability		250,000	75,000	325,000
Automation Testing Tool		250,000	75,000	325,000
Electronic Cloud Based Fax Solution		200,000	75,000	275,000
Customer Service System Enhanced Functions		150,000	50,000	200,000
Provider Portal integration with Clinical Guidelines		75,000	50,000	125,000
Real Time - Application Programming Interface		100,000		100,000
TOTAL APPLICATIONS MANAGEMENT	\$ -	\$ 7,974,750	\$ 2,487,250	\$ 10,462,000
APPLICATIONS DEVELOPMENT	HARDWARE	SOFTWARE	PROFESSIONAL FEES	TOTAL CAPITAL
Digital Transformation Strategy Planning and Execution Support			3,140,000	3,140,000
Artificial Intelligence/Machine Learning Tools to Turn Data into Information		2,148,750	716,250	2,865,000
Migrate Data Warehouse/Analytics to the Cloud		1,350,000	450,000	1,800,000
Real-Time Data Exchange with Partners Enhancement		1,227,000	409,000	1,636,000
Regulatory Encounter Processing Vendor Replacement		1,012,500	337,500	1,350,000
Migration of Provider and Member Portals to the Cloud		918,750	306,250	1,225,000
Migrate Standardized HIPAA Data Exchange to the Cloud		900,000	300,000	1,200,000
Predictive Analytics to Support CalAIM and SDOH		675,000	225,000	900,000
Migrate Website Content Management System to the Cloud		562,500	187,500	750,000
Software Quality Assurance/Testing Tools		211,500	70,500	282,000
Data Warehouse Architecture Enhancement		187,500	62,500	250,000
Migrate User Authentication Process for Member and Provider Portal to Cloud		169,500	56,500	226,000
Analytics for Member and Provider Use of Web Tools		112,500	37,500	150,000
Mobile Application Development Tool		109,500	36,500	146,000
Enterprise Data Quality Enhancement		101,250	33,750	135,000
Migrate Operational Reporting/Analytics to the Cloud		76,500	25,500	102,000
Mobile Application Development Testing Tool		39,750	13,250	53,000
TOTAL APPLICATIONS DEVELOPMENT	\$ -	\$ 9,802,500	\$ 6,407,500	\$ 16,210,000
TOTAL FY 2022-23 DIGITAL TRANSFORMATION YEAR ONE CAPITAL BUDGET	\$ 7,179,000	\$ 17,872,250	\$ 9,144,750	\$ 34,196,000