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<Date>

<Entity Name>

<First name> <Last name>, <Title> or Administrator

<Address>

<City>, <State> <ZIP>

## **Earn 2026 incentives for CHW providers: Coordinate PCP visits and refer qualifying members to ECM/CS services.**

Dear <Title>. <Last Name> or Administrator,

Health Net\* will continue recognizing Community Health Worker (CHW) providers who support connections to preventive care for eligible Medi-Cal members.

In 2026, incentive payments will reward CHW providers who:

- Help improve health outcomes by coordinating primary care physician (PCP) visits.
- Refer qualifying members to Enhanced Care Management (ECM) and/or Community Supports (CS) services.

### **Program details**

- Incentive payments are separate from any direct *Provider Participation Agreement* with Health Net or subcontractor arrangements with participating physician groups or medical groups.
- The CHW Provider Incentive aligns with California's CHW benefit requirements. Incentives will evolve to focus more on outcomes and improvements as the program matures.

### **Eligibility criteria**

To qualify, CHW providers must:

- Be in good standing with Health Net.
- Contract directly with Health Net as a participating CHW provider.
- Be open and able to serve new Medi-Cal enrollees eligible for CHW services.

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### Incentive timeline

- Incentives apply to services provided between January 1, 2026 – December 31, 2026, regardless of contract start date.
- Payments will be issued by August 31, 2027.

### Incentive measures<sup>1</sup>

A serviced member is an eligible member who has received a service, and Health Net has received a claim or encounter.

Measure	Target	Amount
Unique members serviced during measurement period	Not Applicable	\$50 for each member serviced within measurement year
Members serviced who have completed PCP visit or received referral for ECM/CS within 60 days of CHW service	More than 35% of members serviced completed PCP visit or received referral for ECM/CS	\$50 for each member serviced within measurement year
	25% up to 35% of members serviced completed PCP visit or received referral for ECM/CS	\$25 for each member serviced within measurement year

### Questions?

If you have questions about the program, please contact your assigned Health Net representative or call Provider Services at 800-675-6110.

Sincerely,

Dorothy Seleski  
Medi-Cal President

<sup>1</sup>The incentive program conditions and data requirements are subject to change at Health Net's discretion as the CHW benefit and program matures.