

Connector Entity Program FY27 Grant Awards

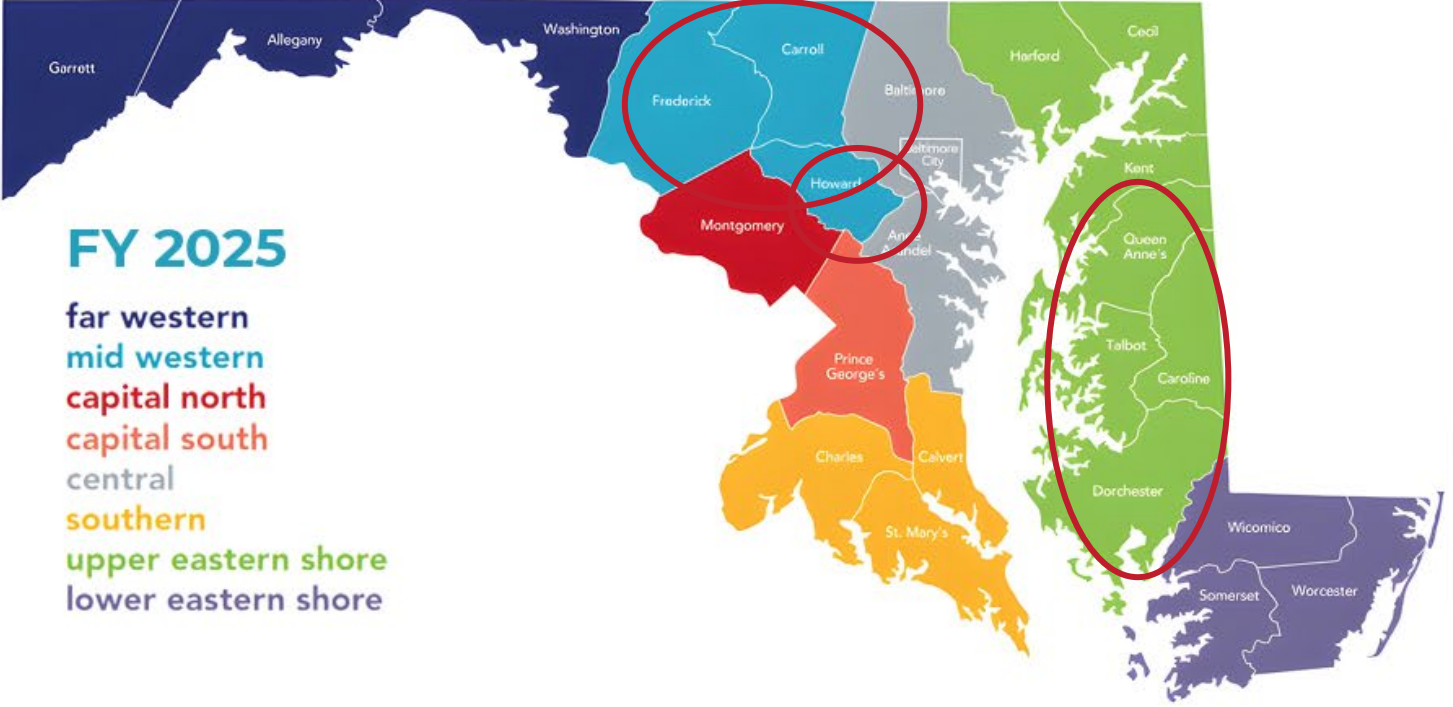
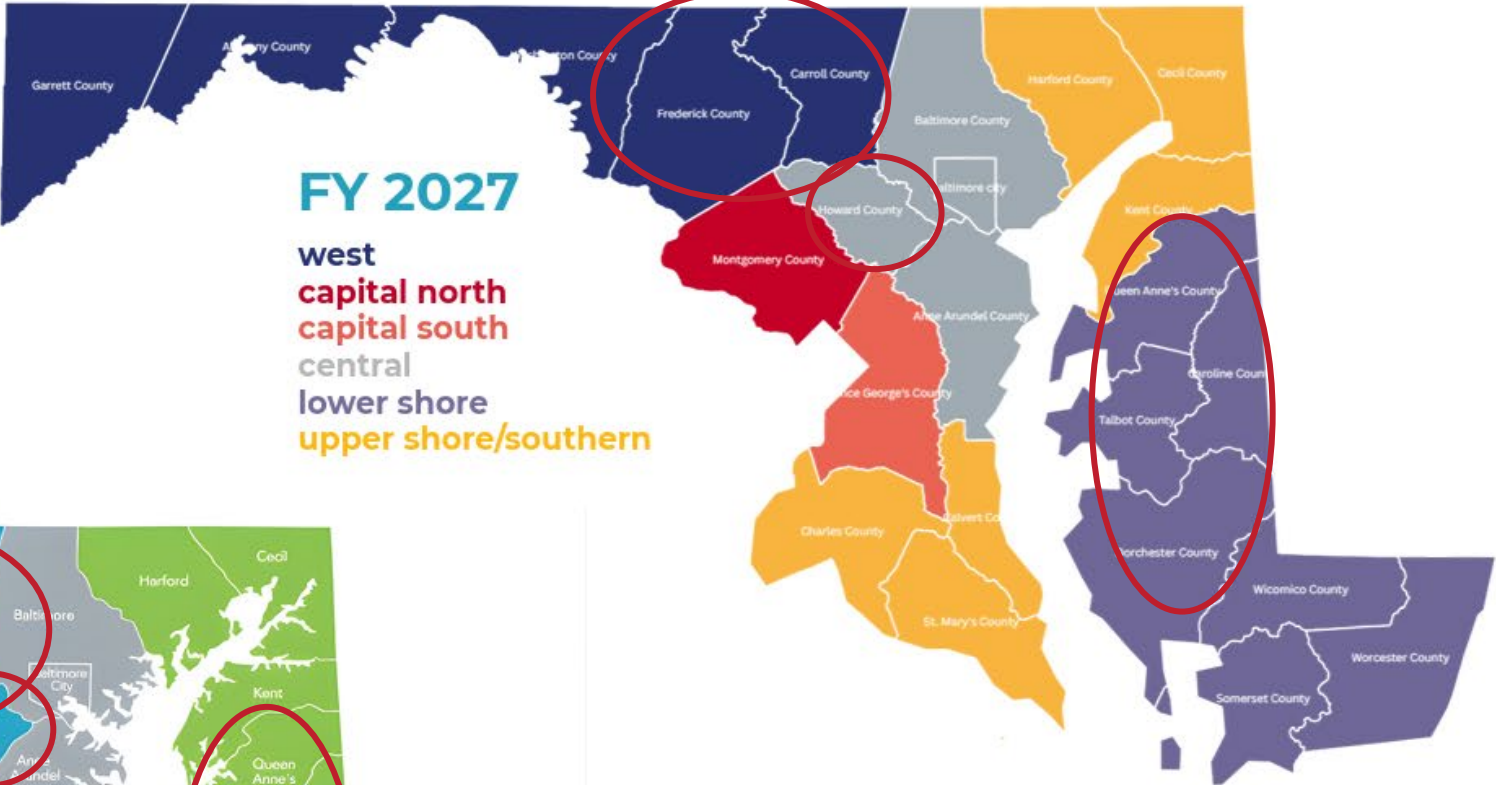
Trina Middleton, Program Manager, CE Program
May 18, 2026

Background and Timeline

- Current grants end June 30, 2026
- RFA issued Dec. 30, 2025 and closed January 30, 2026
 - One base year (FY27) and one option year (FY28)
- MHBE received 11 proposals, all of which met grant application requirements:

Region	Counties	Proposals Received (all met requirements)
Capitol North	Montgomery	2
Capital South	Prince George's	3
Central	Baltimore City, Baltimore County, Anne Arundel, Howard	1
West	Washington, Allegany, Garrett, Frederick, Carroll	2
Lower Eastern Shore	Wicomico, Somerset, Worcester, Queen Anne's, Talbot, Dorchester, Caroline	2
Upper Eastern Shore & Southern	Harford, Cecil, Kent, Queen Anne's, Talbot, Dorchester, Caroline	1

Consumer Assistance Regions



Connector Entity Areas of Focus

- **Community outreach**
 - Deploy targeted, hyper-local outreach in MHBE-designated high uninsured areas
 - Leverage community partnerships to expand reach and build trust in priority populations
- **In-person and virtual application and enrollment assistance**
 - Deliver accessible, personalized enrollment and application support across in-person and virtual channels
 - Prioritize populations with known access barriers (LEP, low digital access, low literacy)
- **Referrals and Care Navigation**
 - Deliver accessible, personalized referral and care navigation support across in-person and virtual channels
 - Prioritize populations with known access barriers (LEP, low digital access, low literacy)

Performance Monitoring

- **Application Outcomes:** MHBE will use a point system to track CE performance across application initiation, submission, and completion.
- **Outreach:** MHBE will monitor outreach including community engagement, events hosted/attended, new partnerships and collaborations with local organizations
- **Assessment of Consumer Assistance Workers:** MHBE will leverage standardized self-assessments and supervisor assessments to promote the high quality of Consumer Assistance Workers activity across regions.

Recommended Grantees and Award Amounts

Region	Counties	Recommended Grantee	Current Incumbent?	Recommended Award Amount
Capitol North	Montgomery	Montgomery County, MD through DHHS	Yes	\$1,439,654
Capital South	Prince George's	HCAM	No	\$1,627,933
Central	Baltimore City, Baltimore County, Anne Arundel, Howard	HCAM	Yes	\$2,183,151
West	Washington, Allegany, Garrett, Frederick, Carroll	AHEC West	Yes	\$977,952
Lower Eastern Shore	Wicomico, Somerset, Worcester, Queen Anne's, Talbot, Dorchester, Caroline	Seedco	Yes	\$826,714
Upper Eastern Shore & Southern	Harford, Cecil, Kent, , Queen Anne's, Talbot, Dorchester, Caroline	Seedco	Yes	\$944,595

Request for Approval

MOTION: I move to (approve/defer/reject) the grant awards to the organizations [as presented/as amended] for a one-year base period of July 1, 2026 - June 30, 2027 and one one-year option period of July 1, 2027 - June 30, 2028, in the total amount of \$8M for the base period; and with grant amounts and distribution for the base period [as presented/as amended].

Appendix



CE Funding Allocation - Historical Comparison

Base amount per region	\$500,000
Available fund:	\$5,000,000

Allocation (In Dollars)			
Region	FY 25	FY 26	Rec. FY 27
Capital North (Montgomery)	\$1,580,000	\$1,037,846	\$1,439,654
Central	\$3,018,274	\$2,159,711	\$2,183,151
Lower Shore	\$1,087,434	\$579,236	\$826,714
Capital South (PG)	\$1,700,000	\$1,171,598	\$1,627,933
Upper Shore/Southern	\$1,382,566	\$1,028,251	\$944,595
West	\$1,231,726	\$863,344	\$977,952
Total	\$10,000,000	\$6,839,986	\$8,000,000

Core Framework: Need + Service Burden

This model distributes funding based on:

- **need** (uninsured) and
- **expected service burden** (enrollments), with a **Operational Floor** per region.

Total Allocation =

Base amount per region + Total available fund x (0.5 (Share of need) + 0.5 (Share of workload))

Share of workload = $\frac{\text{Enrollments in region}}{\text{Enrollments in MD}}$

Share of need = 0.7 x share of uninsured count + 0.3 x uninsured rate

CE Region Profile: Share of Need

Region	Uninsured (<65)	% MD Uninsured	Total Population	Uninsured Rate	Need Index	Total Need Share	Estimated Allocation	Estimated Allocation (In Percentage)
Capital North (Montgomery)	70,432	18.9%	1,056,471	6.7%	15.3%	18.8%	\$1,439,654	18.0%
Central	117,687	31.6%	2,318,187	5.1%	23.7%	29.2%	\$2,183,151	27.3%
Lower Shore	18,678	5.0%	333,034	5.6%	5.2%	6.4%	\$826,714	10.3%
Capital South (PG)	105,437	28.3%	950,053	11.1%	23.2%	28.6%	\$1,627,933	20.3%
Upper Shore/Southern	28,628	7.7%	755,649	3.8%	6.5%	8.1%	\$944,595	11.8%
West	31,086	8.4%	696,299	4.5%	7.2%	8.9%	\$977,952	12.2%
Total	371,948	100.0%	6,109,693	6.1%	--	100.0%	\$8,000,000	100.0%

Source: 2024 American Community Survey 5-year estimate

CE Region Profile: Share of Workload

Region	MA Enrollment	MA Share	OE QHP Enrollments	QHP Share	Share of Workload	Index (work load + need)	Expected Allocation	Estimated Allocation (In Percentage)
Capital North (Montgomery)	207,581	14%	60,690	24%	19%	19%	\$1,439,654	18.0%
Central	620,177	41%	89,670	35%	38%	34%	\$2,183,151	27.3%
Lower Shore	101,260	7%	16,843	7%	7%	7%	\$826,714	10.3%
Capital South (PG)	271,499	18%	38,393	15%	17%	23%	\$1,627,933	20.3%
Upper Shore/Southern	157,604	10%	23,025	9%	10%	9%	\$944,595	11.8%
West	149,678	10%	26,991	11%	10%	10%	\$977,952	12.2%
Total	1,507,799	100%	255,612	100%	100%	100%	\$8,000,000	100%

Note: Share of workload is calculated using OE QHP Enrollment and MA Enrollment as of end of December from Hilltop (all MCOs)