Fiscal Optimization & Sustainability for SUD Providers

Understanding Best Business Practices to Navigate a Changing Ecosystem

SACRAMENTO Monday, November 16, 2026
Doubletree

7:30 – 9 A.M.	**Registration | Coffee & Pastries**
9 – 9:10 A.M.	**Welcome & Workshop Overview**
9:10 – 9:40 A.M.	**01 How California Finances County SUD Services** Connect funding, Medi-Cal claiming, county reimbursement, provider payment, revenue, and cost.
9:45 – 10:45 A.M.	**02 From Delivered Service to Claimable Service** Follow service information through claim readiness, county processing, adjudication, and payment.
10:45 – 10:55 A.M.	**Break**
10:55 – 11:45 A.M.	**03 Revenue Optimization Using Real-World Service Patterns** Use service patterns to identify legitimate opportunities in IOT, residential care, and groups.
11:50 A.M – 12:50 P.M.	**Lunch**
12:50 – 1:40 P.M.	**04 Capacity, Access, and Program Economics** Connect staffing, productivity, access, service capacity, cost, and financial sustainability.
1:40 – 2:35 P.M.	**05 Denials, Corrections, and Revenue-Cycle Discipline** Read denial information, investigate the source, support corrections, and reduce preventable repeats.
2:35 – 2:45 P.M.	**Break**
2:45 – 3:15 P.M.	**06 Fiscal Monitoring, Internal Controls, and Contract Readiness** Link funding, contracts, allowable costs, accounting records, evidence, and oversight.
3:15 – 3:45 P.M.	**Putting It Into Practice** Explore the field guide, fiscal checklist, and troubleshooting tools, then identify practical next steps.
3:45 – 4 P.M.	**Closing Remarks & Evaluations**