

THE BOARD OF SUPERVISORS OF THE COUNTY OF STANISLAUS
BOARD ACTION SUMMARY

DEPT: Community Services Agency

BOARD AGENDA #: *B-14

AGENDA DATE: June 13, 2017

SUBJECT:

Approval to Issue a Request for Proposal for the Provision of Medi-Cal Outreach and Enrollment Services

BOARD ACTION AS FOLLOWS:

No. 2017-303

On motion of Supervisor Withrow, Seconded by Supervisor Olsen
and approved by the following vote,

Ayes: Supervisors: Olsen, Withrow, Monteith, and Vice-Chairman DeMartini

Noes: Supervisors: None

Excused or Absent: Supervisors: Chairman Chiesa

Abstaining: Supervisor: None

1) Approved as recommended

2) Denied

3) Approved as amended

4) Other:

MOTION:



ATTEST: PAM VILLARREAL, Assistant Clerk

File No.

**THE BOARD OF SUPERVISORS OF THE COUNTY OF STANISLAUS
AGENDA ITEM**

DEPT: Community Services Agency
Urgent Routine

BOARD AGENDA #: *B-14

AGENDA DATE: June 13, 2017

CEO CONCURRENCE: *pht*

4/5 Vote Required: Yes No

KH

SUBJECT:

Approval to Issue a Request for Proposal for the Provision of Medi-Cal Outreach and Enrollment Services

STAFF RECOMMENDATIONS:

1. Authorize the General Services Agency (GSA) Purchasing Division to issue a Request for Proposal (RFP) on behalf of the Community Services Agency for the provision of Medi-Cal Outreach and Enrollment Services for the contract period of January 1, 2018 through June 30, 2020.

DISCUSSION:

The Community Services Agency (CSA) contracts with numerous individuals and agencies to provide essential services to Stanislaus County residents. In most cases, individuals and agencies are selected through a competitive process, which takes into account specific expertise, as well as cost efficiency. Agreements are renewed based on a demonstrated ability to deliver required outcomes effectively, along with availability of funding. While a number of agencies have successful, long term partnering relationships with CSA, County procurement guidelines state that non-professional contracted services which have reached a \$45,000 cumulative level and have not been previously competitively procured or those that have been previously competitively procured but have now reached the maximum three year term imposed by the California Department of Social Services Management and Office Procedure 23-621, shall be competitively procured.

On October 7, 2013 the Department of Health Care Services issued a memo notifying counties of a Medi-Cal Outreach and Enrollment (O&E) Grant (Assembly Bill 82) opportunity. The initial funding was to "conduct O&E strategies targeting newly eligible hard to reach populations" and the funding was to cover a service period ending no later than June 30, 2016. Hard to reach populations were identified as:

- Persons with mental health disorder needs;
- Persons with substance use disorder needs;
- Persons who are homeless;
- Young men of color;
- Persons who are in County jail, in State prison, on State parole, on County probation or under post-release community supervision;
- Families with mixed immigration status and/or;
- Persons with limited English proficiency

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A day later, on October 8, 2013 Assembly Bill 720: Inmates: Health Care Enrollment was approved by the Governor which requires Counties to enroll jail inmates into an affordable healthcare plan (Covered California) or into the Medi-Cal Program upon release. The passage of this legislation states that inmates that are currently incarcerated can be suspended from Medi-Cal instead of their coverage being terminated and all inmates must be enrolled in Medi-Cal or a Covered California program 72 hours after booking/incarceration. Assembly Bill 720 also:

- Requires counties to suspend rather than terminate Medi-Cal benefits for all inmates, regardless of age, who were Medi-Cal beneficiaries at the time they became inmates of a public institution.
- Authorize county Board of Supervisors (BOS), in consultation with the County Sheriff, to designate an entity or entities to assist county jail inmates with their applications for a health insurance affordability program.
- Clarifies that "The fact that an applicant is an inmate shall not, in and of itself, preclude a county human services agency from processing an application for the Medi-Cal program submitted to it by, or on behalf of, that inmate."

On November 8, 2013 representatives from Community Services Agency (CSA), Solutions Through Action Now Work Opportunity and Responsibility to Kids (StanWORKs), Health Services Agency (HSA), the Chief Executive Office (CEO), Behavioral Health and Recovery Services (BHRS), Probation and the Sheriff's Department met to share and discuss potential ways to use the Assembly Bill 82 Grant Funding to help the County meet Assembly Bill 720 requirements.

The collaborating County Departments began to look at ways to enroll current jail inmates using data gained during the booking and release process to accomplish this new mandate. However, after review of current systems being used within the County, it became clear that all the information required to enroll an inmate in Medi-Cal or Covered California insurance products was not housed in any one system and that an extensive follow up interview with the inmate (for tax hold income information, citizenship and residency information, household composition information and signature of the application, etc.) could not be gained using technology alone.

The Sheriff's Department books on an average, 50 to 60 inmates per day, 30 of which, on average, do not have active Medi-Cal coverage.

Per the California Code of Regulations, Title 22, Division 3, Subdivision 1, Chapter 1, § 50004. Medi-Cal Program Administration (c) The county welfare department in each county shall be the agency responsible for local administration of the Medi-Cal program under the direction of the Department. (Authority cited: Sections 10725 and 14124.5, Welfare and Institutions Code. Reference: Sections 10722, 10743, 11050, 14001.1 and 14100, Welfare and Institutions Code.) While this regulation designates County Social Services departments as being the only entity that can determine eligibility for the Medi-Cal Program, the County determined the need for a Community Based Organization that would assist CSA in its overall enrollment and retention goals in the Medi-Cal program for the aforementioned targeted

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population: Persons who are in County jail, in State prison, or State parole, on County probation or under post-release community supervision.

As a result of these needed contracted services, the Community Services Agency and the General Services Agency released in September 2014 RFP #14-51-SS. This RFP resulted in the awarding of a contract to the Catholic Council for the Spanish Speaking of the Diocese of Stockton (El Concilio) in the amount of \$344,573 from February 1, 2015 to June 30, 2016. The Community Services Agency received additional grant funding in the amount of \$253,143, so the contract was renewed in the amount of \$253,143 for 7/1/2016 to 6/30/2017. An additional \$70,338 grant funding was received on January 27, 2017 that allowed CSA to extend the El Concilio contract another six months and it is scheduled to end December 31, 2017.

El Concilio began providing services in February 2015 and began taking applications in March 2015 in the jail facilities through a partnership with the Stanislaus County Sheriff's Department. From March 2015 through December 2016, El Concilio has taken 3,202 applications for Medi-Cal in the jail facilities and local hospitals as needed. The applications have been transmitted to the Community Services Agency and processed accordingly.

The grant funding is no longer available; however, the services are critical to the community because the services assist the inmate with transitioning from incarceration into the community. Most inmates released from Stanislaus County jail facilities return to a residence in Stanislaus County. Upon release, the inmate could have Medi-Cal health coverage and the ability to seek services from a health provider and/or pharmacy. In addition, it is required by the State of California Department of Health Care Services to allow inmates the ability to apply for Medi-Cal while they are incarcerated.

The Community Services Agency is now requesting approval to issue a Request for Proposal (RFP) for the provision of Medi-Cal Outreach and Enrollment Services. The procurement method will be a "best value" approach, which means that the County is prepared to award a single contract to the Proposer who offer the most cost-effective and comprehensive solutions.

POLICY ISSUE:

Approval to issue a Request for Proposal (RFP) for the provision of Medi-Cal Outreach and Enrollment Services will allow the Community Service Agency to meet the County Purchasing Department's procurement guidelines that state non-professional contracted services which have reached a \$45,000 cumulative level and have not yet been competitively procured or those that have been previously competitively procured but have now reached the maximum three year term imposed by the California Department of Social Services Management and Office Procedure 23-621, shall be competitively procured.

FISCAL IMPACT:

The term of the current Medi-Cal Outreach and Enrollment Services contract is effective through December 31, 2017 of Fiscal Year 2017-2018. The cost for the period of January 1, 2018 through June 30, 2018 of Fiscal Year 2017-2018 for the proposed Medi-Cal Outreach and Enrollment Services contract is estimated to be approximately \$100,000. Federal and State revenue of \$100,000 will offset the planned program expenditures with no County share requirement; therefore, there is no cost to the County General Fund. The appropriations and

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corresponding estimated revenues are sufficient and will be included in the Community Services Agency Fiscal Year 2017-2018 Final Budget submission. The remaining twenty four months of the awarded contract is projected to be \$200,000 for Fiscal Year 2018-2019 and \$200,000 for Fiscal Year 2019-2020. These amounts will be included in the Agency's budget submission in each subsequent fiscal year. In total, the awarded contract will be for thirty-months and will not exceed \$500,000.

There is no additional cost to the General Fund associated with this agenda item.

Cost of recommended action:		\$ 100,000
Source(s) of Funding:		
Federal and State Funding	\$ 100,000	
Funding Total:		\$ 100,000
Net Cost to County General Fund		\$ -

Fiscal Year:	2017/2018
Budget Adjustment/Appropriations needed:	No

Fund Balance as of N/A

BOARD OF SUPERVISORS' PRIORITY:

Approval of this request to issue an RFP supports the Board of Supervisors' priorities of A Healthy Community, A Safe Community, Effective Partnerships and Efficient Delivery of Public Services by meeting a community need for services that improves the health and well-being of children and families in our community.

STAFFING IMPACT:

Existing Community Services Agency and General Services Agency Purchasing staff is available to support this RFP process.

CONTACT PERSON:

Kathryn M. Harwell, Director (209) 558-2500

ATTACHMENT(S):

None