

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

DEPT: Community Services Agency

BOARD AGENDA #: \*B-4

AGENDA DATE: September 19, 2017

**SUBJECT:**

Approval to Issue a Request for Proposal for the Provision of CalFresh Outreach and Enrollment Services

BOARD ACTION AS FOLLOWS:

No. 2017-490

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

Ayes: Supervisors: Olsen, Withrow, Monteith, DeMartini, and Chairman Chiesa

Noes: Supervisors: None

Excused or Absent: Supervisors: None

Abstaining: Supervisor: None

1)  Approved as recommended

2)  Denied

3)  Approved as amended

4)  Other:

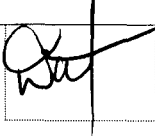

MOTION:



ATTEST: PAM VILLARREAL, Assistant Clerk

File No.

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

DEPT: Community Services Agency BOARD AGENDA #: \*B-4  
Urgent  Routine   AGENDA DATE: September 19, 2017  
CEO CONCURRENCE:  4/5 Vote Required: Yes  No

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**SUBJECT:**

Approval to Issue a Request for Proposal for the Provision of CalFresh Outreach and Enrollment Services

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**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 (CSA) for the provision of CalFresh Outreach and Enrollment Services for the contract period of July 1, 2018 through June 30, 2021.

**DISCUSSION:**

The Community Services Agency 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.

CalFresh is the California version of the federal program known as the Supplemental Nutrition Assistance Program or SNAP. SNAP is a federally mandated, state-supervised, and county-operated government entitlement program that provides monthly food benefits to assist low-income households in purchasing food they need to maintain adequate nutritional levels.

Many families and individuals in Stanislaus County are struggling to meet their own basic needs. These families and individuals do not have sufficient funds to meet their basic needs and have been forced to make difficult choices between housing, health care, child care, clothing, and food which can lead to food insecurity.

The Stanislaus County Health Assessment Report indicated that low and moderate levels of food insecurity contribute to:

- Children who experience food insecurity are also impacted negatively in their academic development in comparison to other children;

## Approval to Issue a Request for Proposal for the Provision of CalFresh Outreach and Enrollment Services

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- Negative health outcomes, such as depression, poor mental health, diabetes and other chronic diseases;
- Pregnant women who are more likely to experience birth complications and give birth to low birth weight infants; and
- Unhealthy food choices, childhood obesity and diabetes.

According to the California Department of Social Services (CDSS) for Stanislaus County

- The Program Reach Index (PRI), estimates that in 2015 13,262 individuals who potentially qualified for CalFresh were not in receipt of benefits.

Many residents have not applied for CalFresh due to either a lack of knowledge about the program, or inability to access the existing CSA facility. Still others need assistance to complete the application forms and provide required documentation.

The Community Services Agency's mission is to build a stronger community by working with the people of Stanislaus County to promote access to food, health care, safe places to live and opportunities to work. One way the Agency meets its mission is by promoting access to food by increasing the County's CalFresh outreach efforts and enrollments. In order to achieve this goal, CSA seeks to contract with multiple local community based organizations located in close proximity to the CalFresh-eligible population to perform outreach activities, provide application assistance, improve access to food and promote nutrition information to families residing in Stanislaus County.

The current providers, Center for Human Services, El Concilio, and Sierra Vista Child and Family Services, whose contracts will expire June 30, 2018, have provided from January 2016 through July 2017 the following services:

- 361 nutrition education outreach events were attended;
- 577 people received CalFresh application assistance;
- 417 people received CalFresh redetermination assistance; and
- 32,297 phone calls made to currently eligible households to remind them that their semi-annual eligibility reports are due to prevent their CalFresh benefits from terminating.

The Community Services Agency is now requesting approval to issue a Request for Proposal (RFP) for the provision of CalFresh outreach and enrollment services. The procurement method will be a "best value" approach, which means that the County is prepared to award contracts to the Proposers who offer the most cost-effective and comprehensive solutions.

### **POLICY ISSUE:**

Approval to issue a Request for Proposal (RFP) for the provision of CalFresh 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.

Approval to Issue a Request for Proposal for the Provision of CalFresh Outreach and Enrollment Services

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**FISCAL IMPACT:**

The total cost of the CalFresh outreach and enrollment services contracts are estimated to be approximately \$500,000 for the period of July 1, 2018 through June 30, 2019. As a result, appropriations and corresponding estimated revenues will be included in the Community Services Agency Fiscal Year 2018-2019 Proposed Budget submission. CalFresh outreach and enrollment services appropriations and estimated revenues for the remaining two years of the awarded contracts are projected to be sustained at the Fiscal Year 2018-2019 funding level of \$500,000 per Fiscal Year. These amounts will be included in the Agency's budget submission for the subsequent fiscal years. In total, the awarded contracts will be for three years effective July 1, 2018 through June 30, 2021 and will not exceed \$1,500,000.

State and Federal funding reimburses counties 85% of CalFresh Outreach costs via a CalFresh Administration allocation. The remaining 15% County Share is funded with 1990/1991 Realignment allocations to pay for the CalFresh Administrative costs.

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

**Source(s) of Funding:**

Federal and State Funding (85%)	\$	425,000	
1990/1991 Realignment (15%)	\$	75,000	
<b>Funding Total:</b>			\$ 500,000
<b>Net Cost to County General Fund</b>			\$ -

**Fiscal Year:**

2018/2019
<b>No</b>

**Budget Adjustment/Appropriations needed:**

**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