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May 7, 2019

The Honorable Board of Supervisors
Administration Building
1221 Oak Street
Oakland, CA 94612

Dear Board Members:

SUBJECT: APPROVE CONTRACTS WITH THREE COMMUNITY-BASED ORGANIZATIONS FOR THE PROVISION OF MENTAL HEALTH SERVICES FOR CALWORKS RECIPIENTS FOR FISCAL YEAR 2020

RECOMMENDATIONS

- A. Subject to adoption of the FY 19-20 budget, approve the following procurement contracts to provide mental health services for individuals facing barriers to employment for the contract period of 7/1/19 – 6/30/20 with the following providers in a total amount of \$1,944,900:
1. Procurement Contract No. 18108, Master Contract No. 900113 with Family Paths, Inc. (Principal: Barbra Silver; Location: Oakland), in the amount of \$648,300;
 2. Procurement Contract No. 18107, Master Contract No. 900109 with Bonita House, Inc. (Principal: Lorna Jones; Location: Oakland;), in the amount of \$648,300; and
 3. Procurement Contract No. 18106, Master Contract No. 900135 with Southern Alameda County Comité for Raza Mental Health, dba La Familia Counseling Services (Principal: Aaron Ortiz; Location: Hayward;), in the amount of \$648,300; and
- B. Delegate authority to the Director of Health Care Services Agency or her designee to sign and execute contracts subject to approval as to form by County Counsel and submit copies of the fully executed agreements to the Clerk of the Board for filing.

DISCUSSION/SUMMARY

Alameda County Behavioral Health Care Services (ACBH) contracts with community-based organizations to provide an array of mental health services. Since 2007, ACBH has partnered with Alameda County Social Services Agency (SSA) to provide mental health services to eligible California Work Opportunity and Responsibility to Kids (CalWORKs) Welfare to Work (WTW) program recipients with mild to moderate mental health barriers to employment. In an effort to better align services with client needs, ACBH and SSA collaborated to redesign the program by initiating a Request for Proposal (RFP) to procure the services with the goal of improving mental health and employment outcomes among clients. Notably, the redesigned program will utilize Individual Placement and Support (IPS) Supported Employment services as an evidence-based

practice in supporting WTW participants in achieving their employment goals, and a focus on short-term mental health treatment modalities given the time-limited nature of the WTW program. The RFP involved three unique geographic service areas based upon the distribution of current CalWORKs recipients throughout Alameda County. Under this program, providers are expected to maintain a caseload of 50 clients at any given time, with a target caseload of at least 100 clients on an annual basis. Through implementation of the IPS model, it is anticipated that employment placement for WTW clients shall increase by at least 50 percent.

ACBH is requesting approval of contracts with three agencies recommended for award through this RFP process.

SELECTION CRITERIA

ACBH released RFP No. 18-08 on October 11, 2018. The RFP was advertised using the General Services Agency (GSA) advertising guideline by posting on the ACBH and GSA websites. In addition, a courtesy email was sent to ACBH’s contracted providers and other ACBH contacts via existing email distribution lists. ACBH held two Bidders’ Conferences on October 25, 2018 and October 26, 2018 with attendance from 15 agencies.

Under this RFP, three separate competitive bidding processes were administered to procure services for three distinct geographic areas within Alameda County.

North County and North Oakland

A County Selection Committee consisting of four subject matter experts from ACBH and SSA conducted evaluations on January 8, 2019. ACBH received two bids for services. Family Paths, Inc. was recommended for contract award. The bidders were notified via email and certified mail of the evaluation panel’s recommendation on January 17, 2019. The table below summarizes the results of this competitive bidding process and the evaluation panel’s recommendations for this contract award.

Bidder	Certified, Small, Local or Emerging	Score
Family Paths, Inc.	Yes	397
<i>Building Opportunities for Self-Sufficiency</i>	Yes	245

There was no bid protest or appeal submitted for this competitive process. Family Paths, Inc. is a certified Small, Local and Emerging Business (SLEB) provider (No. 07-91102; Expiration March 31, 2020).

Oakland

A County Selection Committee consisting of four subject matter experts from ACBH and SSA conducted evaluations on January 8, 2019. ACBH received two bids for services. Although Family Paths, Inc. received the highest score for this service region, their request was to only be awarded one of the two contracts for which it submitted bids as to not compromise service delivery due to bandwidth or capacity issues. The evaluation panel agreed that Family Paths, Inc. was better positioned to serve the population in North County and North Oakland, and recommended Bonita House, Inc. for the Oakland service area. The bidders were notified via email and certified mail of the evaluation panel’s recommendation on January 17, 2019. The table below summarizes the results of this competitive bidding process and the evaluation panel’s recommendations for this contract award.

Bidder	Certified, Small, Local or Emerging	Score
Bonita House, Inc.	Yes	337
<i>Family Paths, Inc.</i>	Yes	397

There was no bid protest or appeal submitted for this competitive process. Bonita House, Inc. is a certified SLEB provider (No. 06-90896; Expiration January 31, 2020).

South, East, and Central County

An evaluation panel consisting of four subject matter experts from ACBH and SSA was conducted on January 9, 2019. ACBH received two bids for services. Southern Alameda County Comité for Raza Mental Health, dba La Familia Counseling Service was recommended for contract award. The bidders were notified via email and certified mail of the evaluation panel’s recommendation on January 17, 2019. The table below summarizes the results of this competitive bidding process and the evaluation panel’s recommendations for this contract award.

Bidder	Certified, Small, Local or Emerging	Score
La Familia Counseling Service	Yes	353
The Unity Care Group	No	271

ACBH received a bid protest on January 23, 2019 and responded to this protest on February 11, 2019. There was no appeal submitted for this competitive process. La Familia Counseling Service is a certified SLEB provider (No. 12-00152; Expiration January 31, 2020).

FINANCING

Appropriations for these programs will be offset by CalWORKs funds from Social Services Agency. Approval of these recommendations will have no impact on Net County Costs.

VISION 2026 GOAL

The provision of mental health services to CalWORKs recipients meets the 10x goals of **Healthcare for All** and **Employment for All**, in support of the shared vision of **Thriving and Resilient Communities** and **Prosperous and Vibrant Economy**.

Sincerely,

DocuSigned by:

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Colleen Chawla, Director
Health Care Services Agency

DocuSigned by:

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Lori A. Cox, Director
Social Services Agency