



OFFICE OF THE AGENCY DIRECTOR
1000 San Leandro Blvd., Suite 300
San Leandro, CA 94577
TEL (510) 618-3452
FAX (510) 351-1367

Date: May 9, 2023

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

SUBJECT: APPROVE FISCAL YEAR 2024 MASTER CONTRACTS AND MULTI-YEAR MASTER CONTRACTS FOR ALAMEDA COUNTY BEHAVIORAL HEALTH CARE SERVICES SUBSTANCE USE SERVICES

Dear Board Members:

RECOMMENDATIONS

- A. Approve Fiscal Year 2024 Alameda County Behavioral Health procurement contracts with the nine Community-Based Organizations listed on Attachment A for substance use prevention and treatment services for the period 7/1/23-6/30/24 in the total amount of \$34,596,383;
- B. Approve multi-year Alameda County Behavioral Health procurement contracts with the following five Community-Based Organizations for substance use prevention and treatment services for the period 7/1/23-6/30/26 in the total amount of \$26,873,339:
 1. Advent Group Ministries (Principal: Daniel Mahan; Location: San Jose; Master Contract No. 901876; Procurement Contract No. 24858) in the amount of \$504,291;
 2. Carnales Unidos Reformando Adictos (Principal: Joseph Locaria; Location: Fremont; Master Contract No. 900083; Procurement Contract No. 24863) in the amount of \$11,466,999, which includes \$88,350 in one-time enhancement funds;
 3. LifeLong Medical Care (Principal: David B. Vliet; Location: Berkeley; Master Contract No. 900131; Procurement Contract No. 24868) in the amount of \$6,563,828, which includes \$88,350 in one-time enhancement funds;
 4. Magnolia Women’s Recovery Programs (Principal: Linda Stewart; Location: Oakland; Master Contract No. 900094; Procurement Contract No. 24869) in the amount of \$4,778,343, which includes \$88,350 in one-time enhancement funds;
 5. The New Bridge Foundation (Principal: Constantinos Markakis; Location: Berkeley; Master Contract No. 900096; Procurement Contract No. 24874) in the amount of \$3,559,878, which includes \$88,350 in one-time enhancement funds;

- C. Approve multi-year Alameda County Behavioral Health procurement contract amendments with the following three Community-Based Organizations for substance use prevention services, with no change in the contract period, 7/1/22-6/30/25, increasing the total amount from \$3,934,601 to \$4,199,651 (\$265,050 increase);
1. Eden Youth & Family Center (Principal: Karen Halfon; Location: Hayward; Master Contract No. 900990; Procurement Contract No. 23438), increasing the amount from \$1,342,017 to \$1,430,367 (\$88,350 increase for one-time enhancement funds);
 2. Filipino Advocates for Justice (Principal: Geraldine Alcid; Location: Oakland; Master Contract No. 900088; Procurement Contract No. 23439), increasing the amount from \$1,352,550 to \$1,440,900 (\$88,350 increase for one-time enhancement funds); and
 3. St. Mary's Center (Principal: Sharon Cornu; Location: Oakland; Master Contract No. 900101; Procurement Contract No. 23432) increasing the amount from \$1,240,034 to \$1,328,384 (\$88,350 increase for one-time enhancement funds); and
- D. Adopt a resolution to waive the competitive procurement process for services funded by the Substance Abuse and Mental Health Services Administration Substance Abuse Prevention and Treatment Block Grant to meet the requirements of the federal auditors;
- E. Approve the execution of interim contracts while the contracts and exhibits to carry over the key provisions from the prior fiscal year to allow for provision of services for the time periods noted above while ACBH is working to negotiate and execute the final contracts in the first part of the new fiscal year in amounts not to exceed those indicated in Recommendations A and B;
- F. Delegate authority to the Agency Director or designee to negotiate and execute the agreements and amendments indicated in Recommendations A and B through the Community-Based Organization master contract process subject to review and approval as to form by County Counsel and submit executed copies to the Clerk of the Board for filing; and
- G. Authorize the Auditor-Controller to encumber funds in Fiscal Year 2024-25 for end of year claims and cost settlements against the contracts in Recommendations A, B and C being liquidated at the end of Fiscal Year 2023-24 in order to minimize accruals in the ACBH budget.

DISCUSSION/SUMMARY

Alameda County Behavioral Health Care Services (ACBH) is requesting approval to execute interim contracts as needed and/or negotiate exhibits for procurement contracts with the Community-Based Organizations (CBOs) indicated above, subject to the adoption of the Fiscal Year (FY) 2024 Final Budget. This Board letter represents the majority of programs under the ACBH Substance Use Disorder (SUD) Continuum of Care which supports local individuals and families who are at increased risk for or already experiencing serious issues related to their use or abuse of alcohol and other drugs.

ACBH is requesting approval of additional multi-year contracts in accordance with the identified phase-in plan for these contracts to enhance efficiency and allow providers more time to focus on the provision of quality care to clients. Recommendation A, for new single-year contracts, includes more complex contracts; these contracts generally include a mix of various program types, including SUD outpatient services where ACBH anticipates

additional regulatory clarifications and changes in the years ahead. Recommendation B, for new multi-year contracts, generally includes contracts with fewer programs, for which ACBH anticipates fewer regulatory changes in subsequent fiscal years, such as SUD recovery residence, residential, primary prevention and transition-to-treatment programs. Recommendation C, for existing multi-year contracts, generally includes single-program substance use primary prevention contracts which are not anticipated to undergo regulatory transition. ACBH will continue to return to your Board for changes to multi-year contracts.

Additionally, as part of this request we are including the One-Time Enhancement Funds resulting from a Request for Pre-Qualification (RFPQ) process, which has been developed to assist CBOs in supporting the capacity to deliver quality services to clients and/or potential ACBH clients who are experiencing or at risk for serious mental health issues and/or substance use disorders. The One-Time Enhancement Funds are specified in a separate budget column in the Attachments for applicable CBOs.

The continuity of these programs is essential to providing uninterrupted services and care to clients, as well as building capacity and increasing the quality of services provided to ACBH clients. Your Board has traditionally approved these requests for extension of existing services into a new fiscal year through new contracts and/or modest augmentations to account for higher costs of providing the same level of services to allow the department to negotiate final contracts with the approved budget allocations for the new fiscal year without negatively impacting the members of the community served by these CBOs. On June 07, 2022 (Item No. 11), your Board approved these CBO contracts to provide substance use services for Fiscal Year 2023.

These CBOs provide substance use services to over 1,500 clients each month. This includes the provision of outpatient treatment for approximately 860 clients, residential treatment for nearly 190 clients, recovery residence for approximately 140 clients, residential detoxification services for over 110 clients, and sobering center services for nearly 220 clients. These programs serve between 90% and 113% of the clients in which they are contracted to serve each month, with some variation between the service modalities. Additionally, support services are provided to clients and the broader community through primary prevention, transition-to-treatment, and the Substance Use Access and Referral Helpline. The service delivery system includes specialized services to adolescents and adults which may include tailored programs for special populations such as women who are pregnant and/or parenting, and older adults.

Per the regulations under Substance Abuse Prevention and Treatment Block Grant (SAGB) and Drug Medi-Cal (DMC) funding, ACBH conducts annual site visits and audits of contracted providers. Of the 17 providers receiving SABG funding (43 programs), 94% were found to be in compliance for all quality indicators monitored during the virtual site visits conducted in FY 2022. This included quality indicators related to written policies and procedures, personnel files, and accessibility of key materials. Only one provider was placed on a contract compliance plan for not meeting the full threshold of quality requirements and is currently working to rectify the deficient items.

The One-Time Enhancement Funds are designed to further support awarded CBOs in completing capacity development projects within the following categories in FY 2023-24:

- Initiatives to support the launch and sustainability of California Advancing and Innovating Medi-Cal (CalAIM), with additional technology equipment and infrastructure; enhancing staff training; and other activities that strengthen organizational capacity to implement CalAIM.
- Staffing capacity investments, such as enhanced staff recruitment, onboarding, and retention activities.
- COVID 19 accommodations, including but not limited to personal protective equipment (PPE).
- Renovations, repairs and/or facility improvements.
- Vehicles for program services, including replacement or new vehicles.

ACBH is requesting that your Board approve a resolution to waive the County’s competitive procurement process for services funded through Substance Abuse and Mental Health Services Administration (SAMHSA) SABG. The approved waiver will meet the requirements of the Federal auditors and prevent potential financial penalties. In prior years, ACBH has received audit findings for not consistently following the County’s procurement policy that resulted in SAMHSA withholding substantial funding.

The final recommendation is needed to support ACBH in timely payment of claims in the event that ACBH needs to pay any contractually obligated claims for FY 2023-24 from the ACBH FY 2024-25 Budget. This language was carefully crafted with the Auditor several years back, to minimize the need for ACBH to return to your Board each time there was a need to pay contractually obligated claims out of the ACBH Budget for a subsequent Fiscal Year. Your Board’s approval of this recommendation will allow ACBH to pay provider claims timely per the terms of approved and executed contracts with community-based organizations.

SELECTION CRITERIA

This is a request to continue existing ACBH contracted services into the new fiscal year(s) under new contracts or modest augmentations to existing contracts.

ACBH released RFPQ No. 22-09 Opportunity for One-Time Enhancement Funds on December 6, 2022, to identify qualified bidders to provide Mental Health Services Act (MHSA) funds through Master Contract Agreements. It was advertised for 42 days using the General Services Agency (GSA) advertising guidelines by posting on the ACBH and GSA websites. In addition, a courtesy email was sent to ACBH contracted providers and other ACBH contracts through an existing email distribution list. ACBH received 71 bids for services under this RFPQ. ACBH staff conducted a review of the Bidder Minimum Qualifications. Five bidders were disqualified from the RFPQ as they did not meet the Bidder Minimum Qualification of being a CBO currently providing ACBH-contracted service to ACBH clients under a Master or Full-Service Partnership Contract in Fiscal Year 2022-23. One of these bids was also disqualified because it was submitted past the deadline. These five disqualified bids are as follows:

Bidder	Reason for Disqualification
<i>Alameda Health Consortium</i>	<i>Not currently a Master or FSP-contracted organization</i>
<i>Business Emergency Safety Training (BEST)</i>	<i>Not currently a Master or FSP-contracted organization</i>
<i>Jones Psychological Services</i>	<i>Not currently a Master or FSP-contracted organization</i>
<i>Juana Care Facility</i>	<i>Not currently a Master or FSP-contracted organization</i>
<i>Sam Taylor Foundation</i>	<i>Not currently a Master or FSP-contracted organization; submitted past the deadline.</i>

For RFPQ 22-09, the bidders were notified through email and certified mail on April 14, 2023 of ACBH’s award recommendations. No bid protest was received. The award recommendations from resulting from this RFPQ process are identified in the Recommendations and/or Board Letter Attachments. The One-Time Enhancement Funds are included in this Board Letter, and the associated Board Letter for Mental Health Master Contracts.

ACBH released Request for Proposal (RFP) for Drug Medi-Cal Organized Delivery System (DMC-ODS) Waiver services on February 8, 2018. There were 18 separate competitive processes under this RFP, which represented the bulk of the programs under the SUD Continuum of Care. Your Board approved contracts for these services on July 24, 2018 (Item No. 10), on August 7, 2018 (Item No. 8) and on September 18, 2018 (Item No. 14).

The selection of Substance Use Primary Prevention programs occurred under other competitive procurement processes, such as RFP No. 19-11 and No. 20-06 which were approved by your Board on July 14, 2020 (Item No. 6) and July 13, 2021 (Item No. 6). The selection of a very small subset of programs occurred under the former Alameda County Alcohol and Drug Department which pre-dates the formation of ACBH. ACBH has developed an initial plan for procurement, for programs such as those whose selection pre-dates the formation of ACBH, and is currently in the early stages of an implementation process to conduct additional competitive bidding procurement processes for these services. It is ACBH's intent to stage the various procurement processes to ensure the least amount of disruption in client care.

These are non-profit CBOs providing direct service on behalf of the County or governmental organizations that are exempt from the County's Small, Local and Emerging Business (SLEB) program requirements. However, a number of these non-profit CBOs or governmental organizations have elected to participate in the SLEB program. The SLEB certification numbers and expiration dates are included in Attachment A for the CBOs who elected to become SLEB Certified. The SLEB certification numbers and expiration dates for the CBOs from Recommendation B are as follows: Magnolia Women's Recovery Programs (No. 13-00009; Expires: 12/31/2024); The New Bridge Foundation (No. 11-00041; Expires: 2/28/2025).

FINANCING

Funding for SUD contracts was included in the ACBH FY 2023-24 Budget request and additional adjustments are requested as final adjustments to the ACBH FY 2023-24 Budget. Requested revenue adjustments are Medi-Cal Federal Financial Participation (-\$226,417), State General Funds (-\$40,515), and 2011 Realignment (\$493,238). The remaining funding will be requested in future years. Approval of these recommendations will have no impact on net County cost.

VISION 2026 GOAL

Substance use services meet the 10X goal of **Healthcare for All** in support of the shared visions of **Safe and Livable Communities** and a **Thriving and Resilient Population**.

Sincerely,

DocuSigned by:

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Colleen Chawla, Director
Health Care Services Agency

CC/WV/js/lr