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February 20, 2024

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

SUBJECT: APPROVE A MULTI-YEAR MASTER CONTRACT AMENDMENT WITH A BETTER WAY, INC. TO PROVIDE MENTAL HEALTH EARLY INTERVENTION SERVICES FOR FAMILY/CAREGIVERS AND CHILDREN FROM ZERO TO THE AGE OF EIGHT IN THE AMOUNT OF \$875,000

Dear Board Members:

RECOMMENDATIONS

- A. Approve a new Procurement Contract under a Master Contract Agreement with A Better Way, Inc. (Procurement No. 26580; Master Contract No. 900874; Principal: David Channer; Location: Berkeley) to provide mental health early intervention services for family/caregivers and children from zero to the age of eight as the result of a competitive procurement process for the contract period of 4/1/24 – 6/30/25, in the amount of \$875,000; and
- B. Delegate authority to the Agency Director or designee to negotiate and execute the agreement through the Community-Based Organization master contract process subject to review and approval as to form by County Counsel and submit an executed copy to the Clerk of the Board for filing; and
- C. Authorize the Auditor-Controller to make related budget adjustments increasing appropriations by \$175,000 with offsetting revenue from Mental Health Services Act funds.

DISCUSSION/ SUMMARY

Alameda County Behavioral Health Care Services (ACBH) is requesting approval of a new procurement contract with A Better Way, Inc. (A Better Way) to provide Early Childhood Mental Health (ECMH) early intervention services. ECMH services, which can include prevention, early intervention and/or treatment services, are an important part of ACBH's continuum of care with one-in-six children aged two to eight years old having a mental, behavioral, or developmental disorder, with higher rates among boys and children living below the federal poverty level according to the Centers for Disease Control.

The ECMH early intervention services that will be provided by A Better Way promote the wellness of young children, from zero to the age of eight, and prevent or mitigate mental health challenges. These services will engage parents/caregivers in early intervention activities to promote healthy social and emotional development of their young children. Services will include outreach, consultation, education, case management, and referrals

to mental health and other services as appropriate. These ECMH early intervention services are designed to identify the early signs of possible mental illness and prevent severe or disabling illness.

Under this new program, it is anticipated that A Better Way will serve 150 clients annually, with the majority of services delivered in client homes. A Better Way has established quality and impact targets including at least 66% of clients or caregivers referred to mental health treatment will connect to services.

Your Board’s approval will allow A Better Way to engage in early intervention services to support young children and families. ACBH is requesting delegated authority aligning with the CBO master contract process to expedite this contract with approval as to form by County Counsel.

SELECTION CRITERIA

On September 13, 2023, ACBH released Request for Proposal (RFP) No. 23-03 for ECMH early intervention services. The RFP was advertised for 45 days using the General Services Agency (GSA) Guidelines 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, including Small, Local, or Emerging Businesses (SLEBs). ACBH held two Bidders’ Conferences on September 28, 2023, and September 29, 2023, with attendance from 11 agencies.

ACBH received four bids for services, all of which passed the initial review of minimum qualifications. A County Selection Committee conducted an evaluation of the four qualified bids on December 6, 2023. This County Selection Committee consisted of four subject matter experts from ACBH, the consumer community, and an agency that serves children and families. The table below summarizes the results of this competitive bidding process and the evaluation panel’s recommendation of A Better Way for this contract award.

Bidder	Certified SLEB	Score	Recommended for Award
A Better Way	Yes	396	Yes
<i>Felton Institute</i>	<i>No</i>	<i>302</i>	<i>No</i>
<i>The Alliance for Community Wellness dba La Familia</i>	<i>No</i>	<i>307</i>	<i>No</i>
<i>Mental Health Association of Alameda County</i>	<i>No</i>	<i>301</i>	<i>No</i>

On December 14, 2023, the bidders were notified via email of the Evaluation Panel’s recommendations. No bid protests were received for this RFP. A Better Way elected to be SLEB Certified (No. 09-00305; Expiration: 10/31/2024).

FINANCING

This recommendation is funded by Mental Health Services Act (MHSA) funds and an adjustment is requested to the ACBH FY 2023-24 Budget per the attached financial recommendation (\$175,000) and will be requested in subsequent years. Approval of this recommendation will have no impact on net County cost.

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VISION 2026 GOAL

The provision of these early intervention services meets the 10X goal pathway of **Healthcare for All**, in support of the shared vision of a **Thriving and Resilient Population**.

Sincerely,

DocuSigned by:

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Colleen Chawla, Director
Health Care Services Agency

CC/WV/wk/mf