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May 2, 2023

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

SUBJECT: APPROVE FISCAL YEAR 2024 AND MULTI-YEAR MASTER CONTRACTS AND AUGMENTATIONS FOR ALAMEDA COUNTY BEHAVIORAL HEALTH CARE SERVICES MENTAL HEALTH PROGRAMS

Dear Board Members:

RECOMMENDATIONS

- A. Approve Fiscal Year 2023-24 procurement contracts and procurement contract augmentations for mental health programs under master contracts with 32 Community-Based Organizations specified on Attachment A for a one-year period, 7/1/23 to 6/30/24, in the total amount of \$326,336,680;
- B. Approve multi-year procurement contracts and procurement contract augmentations for mental health programs under master contracts with 25 Community-Based Organizations specified on Attachment B for a three-year period, 7/1/23 to 6/30/26, in the total amount of \$97,706,349;
- C. Approve amendments for multi-year procurement contracts for mental programs under master contracts with 11 Community-Based Organizations specified on Attachment C, with no change in the contract period of 7/1/22 to 6/30/25, increasing the total amount from \$24,988,321 to \$26,126,695 (\$1,138,374 increase);
- D. Adopt a resolution to waive the County's competitive procurement process for programs which receive funding from the Substance Abuse and Mental Health Services Administration Mental Health 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 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 identified in Recommendations A and B;
- F. Delegate authority to the Agency Director, or designee, to negotiate and execute the agreements 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 and/or negotiate exhibits for procurement contracts and/or amendments with the Community-Based Organizations (CBOs) as specified above, subject to the adoption of a Fiscal Year (FY) 2023-24 Final Budget. Approximately 90 percent of ACBH's mental health services are contracted out to CBOs. This Board letter represents the system of contracted mental health programs where ACBH is purchasing a prescribed level of service to support local individuals and families who are at increased risk for or experiencing serious mental health issues. 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 continuity of 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 contracts or amendments with the approved budget allocations for the new fiscal year without negatively impacting the members of the community served by these CBOs. Your Board previously approved these contracts to continue services into Fiscal Year 2023 on June 07, 2022 (Item No. 12) and on December 21, 2021 (Item No. 7). ACBH is requesting approval of additional multi-year contracts under Recommendation B in accordance with the identified phase-in plan for multi-year contracts to enhance efficiency and allow providers more time to focus on the provision of quality care to clients. ACBH will continue to return to your Board for changes to multi-year contracts.

Each month, ACBH provides mental health treatment to approximately 9,000 individuals through these contracts, as well as additional support services to clients and the broader community through prevention, education, benefits advocacy, integrated behavioral health, housing, and other specialized programs. The mental health contracts proposed for approval deliver a range of services across the entire spectrum of care from outreach and prevention in underserved ethnic and language communities to inpatient and residential care for individuals with serious mental illness. The service delivery system includes specialized services to children, youth, Transition-Age Youth, adults, and older adults, as well as funding for reentry, employment, and housing services. Per FY 2022 service data, mental health treatment programs served over 25,000 clients and met over 80 percent of their contracted process objectives for number of clients served. Each fiscal year ACBH participates in an External Quality Review, in accordance with the Center for Medicare and Medicaid Services Managed Care regulations. During this quality review the committee assessed four components: access to care, timeliness of care, quality of care, and information systems. The ACBH mental health plan demonstrated 96% compliance for FY 2022-23.

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) Mental Health Block Grant (MHBG). There are a handful of programs that will receive MHBG for FY 2024. 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 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. The selection process for these providers has varied over time.

ACBH has been focusing on conducting additional competitive bidding procurement processes for services that will be incorporated into mental health master and FSP contracts. In FY 2022-23, ACBH released Request for Proposals (RFP) No 22-24 for School-Based Behavioral Health Services in Oakland Unified School District and Charter Schools, RFPQ No. 23-01 for One-Time Enhancement Funds, and RFP No. 23-01 for a Transitional-Age Youth Forensic, Diversion and Re-Entry Full-Service Partnership. The One-Time Enhancement Funds are included in this Board Letter, and the associated Board Letter for Substance Use Disorder Master Contracts, and ACBH will return to your Board for approval of new programs related to competitive procurement processes. ACBH is planning to roll-out additional procurements in FY 2023-24, and it is ACBH's intent to stage the various procurement processes to ensure the least amount of disruption in client care.

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 Board Letter Attachments.

In terms of history, many of the children’s mental health providers joined the ACBH service delivery system during the initial \$40,000,000 expansion of Early Periodic Screening, Diagnosis and Treatment (EPSDT) funding in 2004. At that time, a Request for Information process was used to select those providers. Since 2004, as EPSDT funding has expanded, ACBH has conducted several competitive processes through Request for Proposals (RFPs). Many existing providers expanded their services from award recommendations following competitive bidding processes. Some new providers were also awarded contracts as a result of those competitive processes.

Since 2004, ACBH has been implementing the Mental Health Services Act (MHSA). Most of the MHSA funding that has been allocated to CBOs for new programs has been awarded through competitive RFP processes that have been approved by your Board. The exceptions have also been approved by your Board and include contract awards to: Telecare Corporation (Telecare) for Assisted Outpatient Treatment (AOT), Community Conservatorship, and services at Santa Rita Jail and the Adolescent Crisis Stabilization Unit; Seneca Family of Agencies for the Multi-Systemic Treatment program; Health and Human Resource and Education Center for Health Equity Programs; and Peers Envisioning and Engaging in Recovery Services (PEERS) for prevention programs. The PEERS contract is an example of a contract that includes one program awarded through an RFP process (the Everyone Counts Campaign) and other related programs approved by your Board with a waiver of the competitive process.

Most of the CBOs listed in this Board Letter 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) policy. SLEB information for nonprofit CBOs that have elected to participate in the SLEB program, as well as Alameda County General Services Agency-approved BLEB waivers for the three for-profit agencies, are shown in Attachments A, B and C.

FINANCING

Funding for these contracts was included in the ACBH FY 2023-24 Budget and additional adjustments (\$22,062,273) are requested as final adjustments to the ACBH FY 2023-24 Budget. The adjustments will be offset by Medi-Cal Federal Financial Participation (\$3,908,409), 1991 Realignment (\$3,161,156), 2011 Realignment (\$5,028,408), AB 109 funding (\$3,287,354), and Mental Health Services Act funding (\$6,676,946). The remaining funding will be requested in future years. Approval of these recommendations will have no impact on net County cost.

The Honorable Board of Supervisors

May 2, 2023

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VISION 2026 GOAL

The approval of these contracts meets the 10X goal pathways of Healthcare for All in support of the shared vision 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/lS/tc