



COUNTY OF SAN MATEO
Inter-Departmental Correspondence
Health System



Date: November 16, 2015
Board Meeting Date: January 26, 2016
Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

From: Louise Rogers, Chief, Health System
Srija Srinivasan, Director of Family Health Services and Health Coverage Unit

Subject: Amendment to the agreement with HealthWays, Inc to provide outreach, enrollment and retention services.

RECOMMENDATION:

Adopt a resolution authorizing an amendment to the agreement with HealthWays, Inc to provide outreach, enrollment and retention services for children and adult health coverage programs, increasing the amount by \$50,000 to an amount not to exceed \$365,335.

BACKGROUND:

Since 2003, the Health System has contracted with community-based organizations (CBOs) to conduct outreach and enrollment assistance for low-income uninsured residents obtaining health insurance coverage. In 2013, the Health System issued a Request for Proposals (RFP) to enlist CBOs interested in providing such services in alignment with changes related to the Affordable Care Act. HealthWays, Inc (Healthways) was selected as one of five CBOs endorsed by the Children's Health Initiative (CHI) Oversight Committee, an advisory body that guides the work of the Health System and is part of the Health Plan of San Mateo's governance structure. Your Board approved the agreement with Healthways in February 2014. In December 2014, your Board approved an amendment to the agreement with Healthways to provide additional outreach and enrollment assistance as part of a coordinated Covered California Navigator program grant with the state. In September 2015, your Board approved an amendment to the agreement to extend the term and further expand outreach, enrollment and retention services.

Healthways is a grassroots agency founded in 2006 by local community leaders in northern San Mateo County. Based at a pediatric clinic in Daly City, the agency provides health-related outreach and education services primarily targeting Filipino and

Asian-Pacific Islander communities, with a special focus on new immigrant populations. The Health Coverage Unit (HCU) has contracted with Healthways to provide outreach and enrollment assistance services since 2008.

DISCUSSION:

In September 2015, your Board approved a second Covered California Navigator program grant from the California Health Benefits Exchange in the amount of \$250,000; \$50,000 of this grant is being directed to Healthways. With this additional funding, HealthWays will participate in further outreach and enrollment activities as part of the coordinated Covered California Navigator program grant.

This amendment and resolution have been reviewed and approved by County Counsel as to form.

This agreement contributes to the Shared Vision 2025 outcome of a Healthy Community by ensuring that uninsured residents of north San Mateo County will be screened, enrolled, and retained in various health coverage programs. Maximizing enrollment in available health coverage programs strengthens the County’s ability to provide residents’ access to healthcare. It is anticipated that contractor will enroll at least 1,740 children and adults for the fiscal years indicated below.

PERFORMANCE MEASURE(S):

Measure	FY 2014-15 Actual	FY 2015-16 Projected
Number of children and adults enrolled by contractor	870	870

FISCAL IMPACT:

The term of this amended agreement is January 1, 2014, through December 31, 2017. The amount of the agreement is not to exceed \$365,335. Agreement costs of \$104,726 are in HCU’s FY 2015-16 Recommended Budget; similar arrangements will be made in future years.

The cost of the agreement is covered by contributions from First 5 San Mateo County, Peninsula and Sequoia Healthcare Districts, the CHI Trust Fund, California Department of Health Care Services’ grant allocation, the Covered California Navigator grant, and federal reimbursements from the Medi-Cal Administrative Activities program. The net county cost for this agreement for FY 2015-16 is \$16,743.