



County of San Mateo

Inter-Departmental Correspondence

Department: HEALTH

File #: 22-684

Board Meeting Date: 9/13/2022

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

From: Louise F. Rogers, Chief, San Mateo County Health
Chester J. Kunnappilly, MD, Chief Executive Officer, San Mateo Medical Center

Subject: Agreement with Marta Banh, OD to Provide Optometry Services

RECOMMENDATION:

Adopt a resolution authorizing an agreement with Marta Banh, OD to provide optometry services for the term of October 1, 2022, through September 30, 2025, in an amount not to exceed \$427,205.

BACKGROUND:

San Mateo County is responsible for providing necessary medical care to its medically indigent population. Since 2013, Marta Banh, OD has provided optometry services for San Mateo Medical Center (SMMC). The County's need for optometry services is increasing due to the aging of its patient population. SMMC will continue to meet this growing need through contracts with Dr. Banh and other optometrists.

DISCUSSION:

Under this agreement, Marta Banh, OD has agreed to provide a minimum of 264 Optometry clinics and to act as the Medical Director for Optometry for SMMC. Dr. Banh has also agreed to continue to provide the necessary diabetic retinopathy screening and optometry examination coverage for County patients.

County Administrative Memorandum B-1 provides that contracts for physicians are exempt from the Request for Proposals process.

The agreement and resolution have been reviewed and approved by the County Counsel as to form.

The resolution contains the County's standard provisions allowing amendment of the County fiscal obligations by a maximum of \$25,000 (in aggregate).

It is anticipated Dr. Banh will review referrals for urgent cases within one business day and routine referrals within three business days 100% of the time.

PERFORMANCE MEASURE:

Measure	FY 2022-23 Estimated	FY 2023-24 Projected
Percentage of the time Dr. Banh reviews referrals for urgent cases within one business day and routine referrals within three business days	100%	100%

FISCAL IMPACT:

The term of the agreement is October 1, 2022, through September 30, 2025. The amount of the agreement is not to exceed \$427,205 for the three-year term. Funds in the amount of \$118,668 are included in the SMMC FY 2022-23 Adopted Budget. Funds in the amount of \$142,402 are included in the SMMC FY 2023-24 Recommended Budget.

The payment provisions and levels of services in this contract differ from that of the previous contract. Specifically, there is an 18% increase from the previous agreement due to an increase in compensation listed in the 2021 data for Optometry from the Medical Group Management Association (MGMA), which SMMC uses to benchmark its contracted provider compensation and productivity.

Expenses at SMMC are covered by fees for services or third-party payors whenever possible. The portion of expenses for services provided to the medically indigent or to those covered by programs that do not meet the full costs of care is covered by the County's General Fund contribution to SMMC and is within the existing annual appropriation.