



# County of San Mateo

## Inter-Departmental Correspondence

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**Department:** HEALTH

**File #:** 19-300

Board Meeting Date: 4/9/2019

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**Special Notice / Hearing:** None  
**Vote Required:** Majority

**To:** Honorable Board of Supervisors

**From:** Louise F. Rogers, Chief, San Mateo County Health  
Scott Gilman, Director, Behavioral Health and Recovery Services

**Subject:** Amendment to the Agreement with Glenn Kulm for Consultation on Medi-Cal Financing and Other Administrative Activities

**RECOMMENDATION:**

Adopt a resolution authorizing an amendment to the agreement with Glenn Kulm for consultation on Medi-Cal financing and other Behavioral Health and Recovery Services (BHRS) administrative activities, extending the term through June 30, 2020, and increasing the maximum amount by \$300,000, to an amount not to exceed \$400,000.

**BACKGROUND:**

On May 17, 2018, BHRS signed a contract for the term July 1, 2018 through June 30, 2019 with Glenn Kulm to provide consultation on cost reporting, financing, and occasional ad hoc items related to Medi-Cal.

Mr. Kulm is a former San Mateo County employee who worked as BHRS Deputy Director of Administration prior to his resignation. Prior to his BHRS position, he worked for both Santa Clara and Riverside Counties in similar positions. Mr. Kulm has more than 25 years of experience in producing Medi-Cal cost reports and building staff capacity to complete these reports.

**DISCUSSION:**

This amendment is now needed to allow Mr. Kulm to complete the agreed-upon scope of work, as BHRS originally underestimated the level of effort required in initial contract negotiation.

Specifically, Mr. Kulm's work under this contract will clear the backlog of cost reports to be submitted to the California Department of Health Care Services (DHCS), reduce BHRS' audit risk, and minimize recoupments by DHCS. Additionally, Mr. Kulm will provide training to BHRS staff to build capacity to produce said reports independently and develop a detailed manual to support this training. The latter capacity building will enable BHRS to perform this historically challenging and highly complex work using in-house staff resources going forward.

BHRS is requesting to waive the Request for Proposal process, given the highly specific technical expertise required to provide this service. The resolution contains the County's standard provision allowing amendment of the County's fiscal obligations by a maximum of \$25,000 (in aggregate).

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

Approval of this amendment contributes to the Shared Vision 2025 outcome of a Healthy Community by safeguarding the continuity of services for BHRS clients, which in turn contributes to the health and safety of communities throughout the County. It is anticipated that 100% of written audit assessment and recommendations will be completed by June 30, 2020.

**PERFORMANCE MEASURE:**

Measure	FY 2018-19 Estimated	FY 2019-20 Projected
Complete written audit assessment and recommendations by June 30, 2020	75% completed	100% completed

**FISCAL IMPACT:**

The term of the revised agreement is July 1, 2018 through June 30, 2020. The amount of the contract is not to exceed \$400,000. This amendment increases the contract amount by \$300,000. Of the increase, \$125,000 is included in the BHRS FY 2018-19 Adopted Budget and \$175,000 will be included in the BHRS FY 2019-2020 Recommended Budget. One hundred percent of this amendment will be funded by 1991 Realignment.