



County of San Mateo

Inter-Departmental Correspondence

Department: HEALTH

File #: 19-813

Board Meeting Date: 8/6/2019

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 Sonrisas Dental Health, Inc. to Provide Dental Health Services

RECOMMENDATION:

Adopt a resolution authorizing an agreement with Sonrisas Dental Health, Inc. to provide dental health services for the term of September 1, 2019 through August 31, 2022, for an amount not to exceed \$500,000.

BACKGROUND:

San Mateo Medical Center (SMMC) provides dental services to the County's safety net population, some of whom have insurance coverage, such as Medicare and Medi-Cal, and some of whom are uninsured. SMMC's clinics provide approximately 20,000 dental visits annually. However, there are approximately 3,000 individuals currently waiting for a dental appointment and an undetermined number of individuals seeking dental care who are not yet on the waitlist.

DISCUSSION:

With limited access to Medi-Cal dentists in the community, more patients are seeking dental services at SMMC, and the increased demand for appointments has resulted in a waitlist. Sonrisas Dental Health, Inc. (SDH) currently provides dental care to a patient population similar to SMMC's. Specifically, SDH partners with SMMC's Healthcare for the Homeless/Farmworkers program to provide dental services through SDH community dental centers. In light of SDH's experience serving the County's safety net population, SMMC is requesting that your Board waive the Request for Proposals process and approve this agreement with SDH to provide dental services to the County's safety net population and reduce the backlog on SMMC's waitlist.

The agreement and resolution have been reviewed and approved by 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).

The agreement contributes to the Shared Vision 2025 outcome of a Healthy Community by providing additional resources to support the provision of dental care. It is anticipated that SMMC's waitlist for dental services will be reduced by 10%.

PERFORMANCE MEASURE:

Measure	FY 2018-19 Actual	FY 2019-20 Estimated
Percent reduction in the SMMC dental waitlist	N/A*	10%

*New measure

FISCAL IMPACT:

The term of the agreement is September 1, 2019, through August 31, 2022. The amount of the agreement is not to exceed \$500,000 for the three-year term. Funds in the amount of \$167,000 are included in the SMMC FY 2019-20 Recommended Budget. Similar arrangements will be made for future years.

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.