



# County of San Mateo

## Inter-Departmental Correspondence

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**Department:** HEALTH

**File #:** 20-471

Board Meeting Date: 6/30/2020

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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

Cassius Lockett, Director, Public Health, Policy and Planning

**Subject:** Agreement with LifeMoves for Homeless Outreach, Location and Engagement Services for the Whole Person Care Pilot

### **RECOMMENDATION:**

Adopt a resolution authorizing an agreement with LifeMoves for community health outreach services for the Whole Person Care pilot for the term of July 1, 2020 through June 30, 2021 in an amount not to exceed \$206,770.

### **BACKGROUND:**

The Whole Person Care (WPC) pilot is part of the Department of Health Care Services Medi-Cal 2020, 1115 Waiver. San Mateo County is 1 of 25 entities participating in the pilot and receives \$16.5 million annually to support efforts to coordinate health, behavioral health, and social services for vulnerable and high utilizing clients. The County has focused its efforts on persons who are high utilizers of emergency services and meet one of three target populations including: those with mental health challenges, substance use disorders, and those who experience homelessness. Many clients served meet two or more of these criteria and have multiple existing chronic health conditions that are poorly managed. The pilot funds specific programs within County Health, Health Plan of San Mateo, and the Human Services Agency (HSA) to directly serve these individuals. Additionally, the pilot focuses efforts to employ systemic structural innovations that support the integration of services across County Health to seamlessly and strategically serve these populations.

### **DISCUSSION:**

The WPC pilot seeks to outreach, locate, and engage homeless individuals who are high utilizers of emergency services and whose health and/or behavioral health conditions place them at high risk for poor health outcomes.

In December 2016, HSA released a Request for Proposals (RFP) for Homeless Outreach Services and Community Health Outreach Services for the Homeless. Following a formal RFP process, HSA

awarded the contract to LifeMoves, a not-for-profit community-based organization, for services covering FY 2017-20, a three-year term.

The LifeMoves contract included funding and a scope of work specific to the needs of the WPC pilot. Beginning in FY 2017-18, WPC contracted with HSA for services provided under their contract with LifeMoves.

In December 2019, it was anticipated that the HSA would need to conduct a new RFP process for another three-year term covering FY 2020-23. It was also known at this time that the WPC pilot end date was scheduled for December 30, 2020.

Considering an expected RFP process that could result in a new service provider in July 2020, and with the planned end of the WPC pilot in December 2020, it was determined that WPC should contract separately with LifeMoves to ensure continuity of services for this six-month period of July 2020 through December 2020.

In the intervening months, changes at both HSA and the WPC pilot altered the operational landscape. First, HSA sought and was granted a waiver to the RFP process to extend the RFP cycle to five years, thereby extending their contract with LifeMoves through FY 2021-22. Secondly, WPC was able to fund a number of services beyond the end of the pilot for an additional six months, due to savings realized during the first year of the pilot. The latter savings have been incorporated into the FY 2020-21 Public Health, Policy, and Planning (PHPP) Recommended Budget.

WPC seeks therefore to enter into a contract with LifeMoves based upon the premise that the work of the original RFP conducted in 2016 and the waiver approved in 2020 provided a transparent and meaningful selection process of the provider. Additionally, since the term of service for WPC is only one year, a new RFP process may result in lost continuity of care and programming.

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)

It is anticipated that 80% of referred homeless WPC clients will be successfully located.

**PERFORMANCE MEASURE:**

Measure	FY 2019-20 Estimated	FY 2020-21 Projected
Percentage of referred homeless WPC clients who are successfully located	60%	80%

**FISCAL IMPACT:**

The term of the agreement is July 1, 2020 through June 30, 2021. The amount of the agreement is not to exceed \$206,777 for the one-year term. \$206,777 will be funded through the WPC pilot funds. This amount is included in the PHPP FY 2020-21 Recommended Budget. There is no Net County Cost associated with this agreement.