



# County of San Mateo

## Inter-Departmental Correspondence

---

**Department:** HEALTH

**File #:** 21-821

Board Meeting Date: 10/19/2021

---

**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 Ayudando Latinos a Soñar to Provide Promotores Services

**RECOMMENDATION:**

Adopt a resolution authorizing an agreement with Ayudando Latinos a Soñar to provide promotores services for the term of October 20, 2021 through December 31, 2024, in an amount not to exceed \$590,780.

**BACKGROUND:**

San Mateo County Health has been awarded the Health Care for the Homeless/Farmworker Health (HCH/FH) grant from the Bureau of Primary Health Care, Health Services and Resources Administration of the US Department of Health and Human Services. The grant funds San Mateo Medical Center's (SMMC) ongoing HCH/FH program, which is designed to assist homeless and farmworker adults, families, and youth with access to and utilization of SMMC's continuum of care and other medical, health and support services.

**DISCUSSION:**

In January 2021, the HCH/FH completed a Request for Proposals for enabling healthcare services for farmworkers, individuals experiencing homelessness and their dependents. Promotores (or community health workers) are lay health workers and trusted members of the community in which they work that provide health education and a bridge between the community and the healthcare system. Using a promotores-based model, Ayudando Latinos a Soñar (ALAS) will provide health education courses to farmworkers and their dependents in the Half Moon Bay region on topics such as chronic disease management, nutrition, prenatal care and oral health. In addition, ALAS will provide navigation assistance to farmworkers and their family members in accessing care at SMMC and County Health programs. Navigation assistance activities include, assisting with health insurance coverage, transportation and non-medical translation, making referrals, helping clients schedule appointments and working closely with SMMC, County Health programs and HCH/FH.

County Counsel has reviewed and approved the resolution and agreement 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 County's Procurement Manager or designee has approved a waiver request for a thirty-nine-months term for this agreement.

It is anticipated that ALAS will deliver 45 health education courses and provide navigation assistance to 200 unduplicated farmworkers and their dependents in FY 2022-2023.

**PERFORMANCE MEASURE:**

<b>Measure</b>	<b>FY 2021-22 Estimated</b>	<b>FY 2022-23 Estimated</b>
Number of health education courses delivered to farmworkers and their dependents	20 health education courses	45 health education courses
Number of unduplicated farmworkers and their dependents that are provided navigation assistance	150 unduplicated farmworkers and their dependents	200 unduplicated farmworkers and their dependents

**FISCAL IMPACT:**

The term of the agreement is October 20, 2021 through December 31, 2024. The amount of the agreement is not to exceed \$590,780 for the thirty-nine-months term. Funds in the amount of \$136,000 are included in the SMMC FY 2021-22 Adopted Budget. Funds in the amount of \$182,000 are included in the SMMC FY 2022-23 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.

**ATTACHMENT:**

RFP Matrix