



# County of San Mateo

## Inter-Departmental Correspondence

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**Department:** HEALTH

**File #:** 21-823

Board Meeting Date: 10/19/2021

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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  
Chester J. Kunnappilly, MD, Chief Executive Officer, San Mateo Medical Center

**Subject:** Second Amendment to the Agreement with Sonrisas Dental Health, Inc. to Provide Dental Services

### **RECOMMENDATION:**

Adopt a resolution authorizing an amendment to the agreement with Sonrisas Dental Health, Inc. to provide dental services, increasing the amount by \$400,000 to an amount not to exceed \$900,000 with no change to the agreement term.

### **BACKGROUND:**

San Mateo County is responsible for providing necessary medical care to its medically indigent population, some of whom have insurance coverage, such as Medicare and Medi-Cal, and some of whom are uninsured. San Mateo Medical Center's (SMMC) current capacity of providers and facilities cannot keep pace with the increasing demand for dental services and it currently has a significant backlog of 1,448 patients. Therefore, in order to resolve the current backlog, SMMC established a professional services agreement with Sonrisas Dental Health Inc. (SDH) to provide dental services to its Medi-Cal managed care patients assigned to its Federally Qualified Health Centers (FQHC). The agreement was authorized to start as of September 1, 2019 through August 31, 2022 for an amount not to exceed \$500,000.

### **DISCUSSION:**

In July 2021, SDH's service capacity increased from an average of 122 patient visits per month to 135 patient visits per month as a result of SDH hiring more providers. This increase in capacity will result in approximately 1,800 patient visits between July 2021 and August 2022. With this increase in access, the agreement's maximum obligation of \$500,000 will be met by November 2021. In order to continue to provide valuable dental services to patients, the maximum obligation will need to be increased by \$400,000 to an amount not to exceed \$900,000.

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 County Counsel as to form. The resolution contains the County's standard provisions allowing amendment of the County's fiscal obligation by maximum of \$25,000 (in aggregate).

It is anticipated that SMMC's waitlist for dental services will be reduced by 15%

**PERFORMANCE MEASURE:**

Measure	FY 2020-21 Actual	FY 2021-22 Estimated
Percentage reduction in SMMC's waitlist for dental services	0%	15%

**FISCAL IMPACT:**

The term of the amended agreement is September 1, 2019, through August 31, 2022. This amendment increases the amount of the agreement by \$400,000 to an amount not to exceed \$900,000 for the three-year term. Funds in the amount of \$250,000 are included in the SMMC FY 2021-22 Adopted Budget.

The payment provisions of this contract are based on the dentistry service rates as per the 2018 Medical Group Management Association Provider Compensation and Production Report, which SMMC uses to benchmark its contracted provider rates.

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.