

**COUNTY OF SAN DIEGO  
BOARD OF SUPERVISORS  
TUESDAY, DECEMBER 10, 2024**

**MINUTE ORDER NO. 14**

**SUBJECT: AUTHORIZE REVENUE AGREEMENTS WITH MEDI-CAL MANAGED CARE PLANS, SINGLE SOURCE PROCUREMENT, AND ACCEPTANCE OF CHILDREN AND YOUTH BEHAVIORAL HEALTH INITIATIVE GRANT FUNDING (DISTRICTS: ALL)**

**OVERVIEW**

On May 23, 2023 (06) the San Diego County Board of Supervisors (Board) approved the San Diego Advancing and Innovating Medi-Cal (SDAIM) Roadmap and recommitted to providing opportunities for Medi-Cal members in San Diego County to achieve better health outcomes and reduce health disparities. The SDAIM Roadmap was developed to align the County of San Diego (County) priorities with the Medi-Cal Transformation Initiative, formerly referred to as California Advancing and Innovating Medi-Cal (CalAIM). Medi-Cal Transformation is the California Department of Health Care Services (DHCS) long-term commitment to improve the quality of life and health outcomes of Medi-Cal members by creating a more coordinated, person-centered, and equitable health system.

Under Medi-Cal Transformation, DHCS is requiring Medi-Cal Managed Care Plans (MCPs) to collaborate with Local Health Departments (LHDs) to create a reimagined Population Needs Assessment (PNA). This new PNA promotes more robust community engagements and greater alignment with MCPs, LHDs, and community stakeholders. This will streamline the separate but related health needs assessments that have historically been conducted by the County, MCPs, and the Hospital Association of San Diego & Imperial Counties (HASD&IC).

Additionally, Medi-Cal Transformation affords an opportunity for the County to provide and bill for care management and community health promotion services through Enhanced Care Management (ECM), Community Supports (CS), and Community Health Worker (CHW) services. Billing for these key services will help address County budget constraints and ensure sustainability, while increasing access to quality services for Medi-Cal members in San Diego County.

Furthermore, to support sustainability and access to services, the County applied for and was awarded \$1,500,000 through the DHCS Children and Youth Behavioral Health Initiative (CYBHI) Evidence-Based Practices and Community-Defined Evidence Practices (EBP/CDEP) Grant Program. This funding will support the County's Healthy Families America program to expand the eligibility criteria for access to early childhood home visiting services focused on prevention, early intervention, and resiliency for children and youth.

Today's action requests the Board to authorize the following recommendations:

1. Authorize revenue agreement(s) with Medi-Cal MCPs serving San Diego County of up to \$3,000,000 for the period of July 1, 2025 through June 30, 2028 to support the PNA.
2. Authorize a single source contract with the HASD&IC to assist with community engagement to support the local comprehensive PNA.
3. Authorize revenue agreement(s) with Medi-Cal MCPs serving San Diego County to allow the County to provide and bill for ECM, CS, and CHW services.
4. Authorize the acceptance of the Children and Youth Behavioral Health Initiative, Healthy Families America grant agreement and funding.

5. Authorize application and acceptance of future funding opportunities to support Medi-Cal Transformation.

This item supports the County vision of a just, sustainable, and resilient future for all, specifically those communities and populations in San Diego County that have been historically left behind, as well as our ongoing commitment to the regional *Live Well San Diego* vision of healthy, safe, and thriving communities. This will be accomplished by building a better service delivery system that emphasizes quality, equity, sustainability, and transparency.

## **RECOMMENDATION(S)**

### **CHIEF ADMINISTRATIVE OFFICER**

1. Authorize the acceptance of up to \$3,000,000 in total funds from Blue Shield of California Promise Health Plan, Community Health Group, Kaiser Foundation Health Plan, Inc., and/or Molina Healthcare of California to meet the California Department of Health Care Services Population Needs Assessment requirements for the period of July 1, 2025 through June 30, 2028, and authorize the Deputy Chief Administrative Officer, Health and Human Services Agency, or designee, to execute revenue agreement(s) as necessary including any extensions, amendments, and/or revisions thereto that do not materially impact or alter either the services or funding level.
2. In accordance with Board Policy A-87, Competitive Procurement, approve and authorize the Director, Department of Purchasing and Contracting, to enter into negotiations with the Hospital Association of San Diego & Imperial Counties and subject to successful negotiations and determination of a fair and reasonable price, award a contract for Community Health Needs Assessment community engagement support for an Initial Term of up to one year, and 2 additional one-year option terms and up to an additional six months, if needed, and to amend the contract as needed to reflect changes to services and funding, subject to the availability of funds and the approval of the Deputy Chief Administrative Officer, Health and Human Services Agency.
3. Authorize the acceptance of up to \$1,000,000 in total funds for the period of July 1, 2025 through June 30, 2026 and up to \$2,000,000 in total funds for the period of July 1, 2026 through June 30, 2027 from Blue Shield of California Promise Health Plan, Community Health Group, Kaiser Foundation Health Plan, Inc., and/or Molina Healthcare of California for delivering Enhanced Care Management, Community Supports, and Community Health Worker services to eligible Medi-Cal members and authorize the Deputy Chief Administrative Officer, Health and Human Services Agency, or designee, to execute revenue agreement(s) as necessary including any extensions, amendments, and/or revisions thereto that do not materially impact or alter the services or funding level.
4. Authorize the acceptance of \$1,500,000 in grant funds from the Department of Health Care Services for the Children and Youth Behavioral Health Initiative to support Healthy Families America for the period of July 1, 2024 through June 30, 2026 and authorize the Deputy Chief Administrative Officer, Health and Human Services Agency, or designee, to execute grant documents as necessary including any extensions, amendments, and/or revisions thereto that do not materially impact or alter the services or funding level.
5. Authorize the Deputy Chief Administrative Officer, Health and Human Services Agency, or designee, to apply for and accept future funding opportunities to support implementation of Medi-Cal Transformation in San Diego County.

## **EQUITY IMPACT STATEMENT**

Medi-Cal is the Medicaid program for California, a public health insurance program that provides needed health care services to eligible individuals. As of July 2024, 952,452 individuals were enrolled in Medi-Cal in San Diego County, representing roughly one-third of the county population and the second largest Medi-Cal population in California. Medi-Cal members represent various demographic backgrounds and those who have been historically underserved including Black, Indigenous, and People of Color (BIPOC), women, persons with disabilities, immigrants, youth, and the LGBTQ+ community. Local data indicates that as of July 2024, individuals between 19 to 44 years old represent the largest Medi-Cal population in San Diego County (38%), followed by children 0 to 18 years old (32%), adults 45 to 64 years old (20%), and adults 65 years of age and older (10%). Among Medi-Cal members with a reported race/ethnicity, approximately 61% were Hispanic, 22% were White, 10% were Asian, 7% were Black, and under 1% were American Indian and Alaska Native.

Medi-Cal members face significant disparities in terms of access, quality of care, and health outcomes. Healthcare Payments Data indicates that Medi-Cal members in San Diego County had higher prevalence rates of Diabetes, Ischemic Heart Disease, COPD, Asthma, Dementia, and Stroke compared to those enrolled in commercial health plans. Medi-Cal members are also more likely to experience higher rates of emergency care use compared to commercial members. In 2023, Black/African Americans were found to experience the highest rates of emergency room visits (61.5 per 1,000 members) and have the highest rate of emergency room visits resulting in hospitalization (5.9 per 1,000 members) among Medi-Cal Managed Care Plan members. According to State and local data, Black infants in San Diego County are nearly three times more likely to die during their first year, 60% more likely to be born prematurely, and almost two times more likely to be born with low birth weight. Recognizing the intersectionality of race, socioeconomic status, and health outcomes is essential to fostering a healthcare system that is truly inclusive and just. As a major source of healthcare coverage, Medi-Cal can help advance equity goals and reduce disparities by increasing access to health care, social services, and identifying new and innovative approaches to service delivery.

## **SUSTAINABILITY IMPACT STATEMENT**

Today's proposed actions support the County of San Diego Sustainability Goal #2 to provide just and equitable access to County services and Sustainability Goal #4 to protect the health and well-being of everyone in the region. These goals will be accomplished by increasing access and providing critical services to Medi-Cal members and supporting a collaborative and comprehensive assessment of health and social care needs among San Diego County population.

## **FISCAL IMPACT**

### ***Recommendations #1 & #2: Authorize Revenue Agreement(s) to receive funding to support a Population Needs Assessment & Authorize Single Source Procurement***

Funds for these requests are not included in the Fiscal Year (FY) 2024-26 Operational Plan in the Health and Human Services Agency. If approved, this request will have no fiscal impact in FY 2024-25 and will result in estimated annual costs and revenue of up to \$1,000,000 from FY 2025-26 through FY 2027-28 for a total of \$3,000,000 to support the Population Needs Assessment. Approximately \$111,000 of this funding will be allocated for the procurement of Community Health Needs Assessment community engagement support. The funding sources are Medi-Cal Managed Care Plans. Funds for subsequent years will be included in future operational plans. There will be no change in net General Fund cost and no additional staff years.

### ***Recommendation #3: Authorize Revenue Agreement(s) to receive funding for Enhanced Care Management, Community Supports, and Community Health Worker services delivered by the County of San Diego***

Funds for this request are not included in the FY 2024-26 Operational Plan in the Health and Human Services Agency (HHSa). If approved, this request will have no fiscal impact in FY 2024-25 and will allow for revenue of up to \$1,000,000 to be received in FY 2025-26 and potentially up to \$2,000,000 in FY 2026-27 to offset operational costs for identified programs that may qualify for reimbursement as Enhanced Care Management, Community Supports, and Community Health Worker services based on successful negotiations with local Medi-Cal Managed Care Plans. The actual amount of revenue and timing of receipts will depend on recommendations received from the contractor analysis anticipated in January as to what services are most feasible to begin implementation first. Any funds that are received will be applied toward existing ongoing costs within HHSa. The funding sources are Medi-Cal Managed Care Plans. Funds for subsequent years will be included in future operational plans. There will be no change in net General Fund cost and no additional staff years.

***Recommendation #4: Authorize to accept grant funding from the California Department of Health Care Services for the Children and Youth Behavioral Health Initiative to support Healthy Families America***

Funds for this request are included in the FY 2024-26 Operational Plan in the Health and Human Services Agency. If approved, this request will result in costs and revenue of \$355,243 in FY 2024-25 and costs and revenue of \$1,144,757 in FY 2025-26. The funding source is an award from the California Department of Health Care Services. There will be no change in net General Fund cost and no additional staff years.

***Recommendation #5: Authorize to apply for funding opportunities to support Medi-Cal Transformation***

There is no fiscal impact related to this recommendation. There will be no change in net General Fund cost and no additional staff years.

**BUSINESS IMPACT STATEMENT**

N/A

**ACTION:**

ON MOTION of Supervisor Montgomery Steppe, seconded by Supervisor Vargas, the Board of Supervisors took action as recommended, on Consent.

AYES: Vargas, Lawson-Remer, Montgomery Steppe, Desmond

ABSENT: Anderson

State of California)  
County of San Diego) §

I hereby certify that the foregoing is a full, true and correct copy of the Original entered in the Minutes of the Board of Supervisors.

ANDREW POTTER  
Clerk of the Board of Supervisors



**Signed**  
**by** Andrew Potter

DECEMBER 10, 2024