



# County of Monterey

**Item No.**

## Board Report

Board of Supervisors  
Chambers  
168 W. Alisal St., 1st Floor  
Salinas, CA 93901

**Legistar File Number: A 23-536**

**December 05, 2023**

**Introduced:** 11/14/2023

**Current Status:** Agenda Ready

**Version:** 1

**Matter Type:** BoS Agreement

- a. Authorize the Director of Health Services or designee to execute Amendment No. 3 to the Agreement with Greg Facktor and Associates, LLC (Facktor) for Federally Qualified Health Center (FQHC) consulting services, extending the term two (2) additional years for a revised new term of October 1, 2021 to December 31, 2025, and increasing the contract amount by \$198,000 for a revised total contract amount not to exceed \$ 396,500, and
- b. Authorize the Director of Health Services or designee to sign up to three (3) future amendments to this Agreement where the amendments in total do not exceed 10% of the original contract amount (\$9,400) and do not significantly change the scope of work.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Director of Health Services or designee to execute Amendment No. 3 to the Agreement with Greg Facktor and Associates, LLC (Facktor) for Federally Qualified Health Center (FQHC) consulting services, extending the term two (2) additional years for a revised new term of October 1, 2021 to December 31, 2025, and increasing the contract amount by \$198,000 for a revised total contract amount not to exceed \$ 396,500, and
- b. Authorize the Director of Health Services or designee to sign up to three (3) future amendments to this Agreement where the amendments in total do not exceed 10% of the original contract amount (\$9,400) and do not significantly change the scope of work.

### SUMMARY/DISCUSSION:

The Health Department Clinic Services Bureau (Clinic Services) operates ten community clinic sites designated as Federally Qualified Health Centers (FQHCs) which provide preventive, primary, and specialty medical care services which are all mandated by Health Resources and Services Administration (HRSA) to provide primary health services to all patients regardless of ability to pay.

Facktor is a professional consulting firm who has served Community Health Centers, FQHCs, consortia and other healthcare related enterprises nationally since 2001, and is considered the largest consulting agency in the nation dedicated to the sustainability of community health centers.

Clinic Services entered into a Standard Agreement with Facktor for HRSA and FQHC consulting services for the term October 1, 2021, to June 30, 2023, with a contract amount not to exceed \$94,000 for services in the area of Service Area Competition, Needs Assessment, and Health Center Finance and Compliance Consulting Support. Amendment No. 1 was executed on July 1, 2023, to extend the term through December 31, 2023, and increase the total contract amount to \$198,500 for the continuation of services and to include consultation of the Centers for Medicare and Medicaid

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Services (CMS) Alternative Payment Model (APM). Amendment No. 2 was executed on May 25, 2023, to include a Business Associate Agreement to the Standard Agreement.

Compliance with federal and state regulatory agencies and review bodies to maintain Clinic Services' FQHC designation is critical. Approval of Amendment No. 3 will allow Clinic Services to continue to engage with Facktor to provide expert FQHC and HRSA compliance related consulting and support over the next two years. Clinic Services has a scheduled HRSA On Site Visit (OSV) compliance audit scheduled for 2024 and must meet requirements as part of maintaining health center compliance and FQHC designation with HRSA.

This work supports the Monterey County Health Department 2018-2022 Strategic Plan initiatives: 2) Enhance community health and safety through prevention. It also supports one of the ten essential public health services, specifically: 6) Enforce laws and regulations that protect health and ensure safety.

OTHER AGENCY INVOLVEMENT:

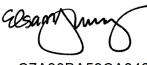
The Office of County Counsel has approved as to form. The Office of the Auditor-Controller has approved as to fiscal provisions.

FINANCING:

Sufficient funds are available in the FY 2023-2024 Adopted Budget for Clinic Services Bureau, Health Department (4000-HEA007). There is no financial impact to the General Fund resulting from approval of this Agreement. Services will be funded by direct revenues, such as payments from Medi-Cal and Medicare.

Prepared by: Prisca Segovia, Management Analyst II, 755-4939

Approved by:

DocuSigned by:  
  
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Date 11/17/2023 | 3:25 PM PST

Elsa Mendoza Jimenez, Director of Health Services, 755-4526

Attachments:

Amendment No. 3

Amendment No. 2

Amendment No. 1

Agreement