



# County of Monterey

**Item No.**

## Board Report

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

**Legistar File Number: 23-937**

January 09, 2024

**Introduced:** 12/11/2023

**Current Status:** Agenda Ready

**Version:** 1

**Matter Type:** General Agenda Item

- a. Ratify the execution by the Director of Health Services or designee of a Vendor Acknowledgement of Terms and Conditions (“Acknowledgement 1”) and an updated Vendor Acknowledgement of Terms and Conditions (“Acknowledgement 2”) authorizing the participation by the County of Monterey in the Technical Assistance Marketplace (“TA Marketplace”) of the California Department of Health Care Services (“DHCS”) California Advancing and Innovating Medi-Cal (“CalAIM”) Initiative, enabling the County of Monterey Health Department (“CMHD”) to provide CalAIM TA Marketplace services to DHCS-approved community-based organizations, government agencies, and other entities for a retroactive term of March 15, 2023, through June 30, 2027; and
- b. Approve Director of Health Services’ recommendation to accept non-standard provisions in Acknowledgements 1 and 2.

**RECOMMENDATION:**

It is recommended that the County of Monterey Board of Supervisors:

- a. Ratify the execution by the Director of Health Services or designee of a Vendor Acknowledgement of Terms and Conditions (“Acknowledgement 1”) and an updated Vendor Acknowledgement of Terms and Conditions (“Acknowledgement 2”) authorizing the participation by the County of Monterey in the Technical Assistance Marketplace (“TA Marketplace”) of the California Department of Health Care Services (“DHCS”) California Advancing and Innovating Medi-Cal (“CalAIM”) Initiative, enabling the County of Monterey Health Department (“CMHD”) to provide CalAIM TA Marketplace services to DHCS-approved community-based organizations, government agencies, and other entities for a retroactive term of March 15, 2023, through June 30, 2027; and
- b. Approve Director of Health Services’ recommendation to accept non-standard provisions in Acknowledgements 1 and 2.

**SUMMARY/DISCUSSION:**

County of Monterey Health Department (CMHD) has been approved by the California Department of Health Care Services (DHCS) to serve as a Technical Assistance (TA) Marketplace Vendor under the CalAIM, California Providing Access and Transforming Health (PATH) Initiative. CMHD's Planning, Evaluation, and Policy (PEP) unit will provide TA services to DHCS-approved recipients, including community-based organizations, government agencies, and other entities providing CalAIM Enhanced Care Management (ECM) and Community Supports (CS) services to individuals receiving Medi-Cal. The TA services being offered will include Engaging in CalAIM, Promoting Health Equity, Supporting Cross-Sector Partnerships and Workforce Development.

DHCS has designated the Public Consulting Group, LCC (PCG) as a third-party administrator (TPA) to administer the TA Marketplace Program and communicate with CMHD regarding program administration. DHCS will provide funding to the TA Marketplace TPA for distribution to CMHD with a retroactive start date of March 15, 2023, through June 30, 2027.

The TPA will administer the TA Marketplace website and the application process for qualified recipients. Once a recipient receives DHCS approval for services, the recipient will select a TA Marketplace service provider, such as the CMHD PEP unit. The recipient will then select for the TA projects to be “Off the Shelf” or “Hands-on.”

**“Off the Shelf” TA projects** are ready to go TA projects packaged for convenient, efficient delivery. Off the Shelf projects will typically be more standardized resources like trainings, well-defined program models or data tools, or best practices guides that are relevant in a variety of settings with little to no customization. CMHD PEP unit will develop Off the Shelf TA projects on an ongoing basis based on the trending demand. Off the Shelf TA projects will vary in cost from \$3,000-\$15,000 depending on amount of work hours and level of required staff expertise.

**“Hands-On” TA projects** are customized TA projects tailored to the unique needs of the TA recipient. Hands-on projects will require CMHD PEP staff to work with the TA recipients to develop a unique scope of work (SOW) and budget to describe the project and corresponding deliverables. Hands On TA projects will vary in cost based on project type and amount of work hours. CMHD 2022-23 fee schedule will apply with adjustments based on annual assessment.

#### **RESEARCH, EVALUATION, INFORMATION TECHNOLOGY FEE:**

<u>CATEGORY/SERVICE DESCRIPTION</u>	<u>FEE</u>	<u>PER</u>
1. Grant proposal development and preparation.....	130.00	Hour
2. Contract or agreement preparation .....	142.00	Hour
3. Policy development, draft policy language and technical assistance.....	146.00	Hour
4. Research, Evaluation, and Assessment.....	129.00	Hour
5. Publication, report development, review (data and fact checking).....	129.00	Hour
6. Data collection, extraction, statistical analysis, interpretation- <b>basic</b> .....	114.00	Hour
7. Data collection, extraction, statistical analysis, interpretation- <b>advanced</b> .....	118.00	Hour
8. Spatial analysis and/or mapping.....	124.00	Each
9. Database cleaning and management.....	127.00	Each

CMHD PEP will submit completed Hands-on projects SOW with budget to DHCS through the TPA for approval, and changes to the SOW may only be made through a written amendment approved by all parties.

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CMHD PEP will be compensated pursuant to the budget and payment terms contained in each DHCS-approved SOW. DHCS, through the TPA, will compensate CMHD PEP via direct deposit provided all agreed-upon information forms and documentation are provided.

OTHER AGENCY INVOLVEMENT:

The Office of the County Counsel and the Auditor-Controller have reviewed and approved this Agreement as to legal form and fiscal provisions, respectively.

FINANCING:

There will be no impact to the General Fund from approval of this item. The associated appropriations and revenues are included in the Health Administration (001-4000-8438-HEA014) Fiscal Year (FY) 2022-23 Adopted Budget and in the FY 2023-24 Requested Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Check the related Board of Supervisors Strategic Initiatives:

Economic Development:

- Through collaboration, strengthen economic development to ensure a diversified and healthy economy.

Administration:

- Promote an organization that practices efficient and effective resource management and is recognized for responsiveness, strong customer orientation, accountability, and transparency.

Health & Human Services:

- Improve health and quality of life through County supported policies, programs, and services; promoting access to equitable opportunities for healthy choices and healthy environments in collaboration with communities.

Infrastructure:

- Plan and develop a sustainable, physical infrastructure that improves the quality of life for County residents and supports economic development results.

Public Safety:

- Create a safe environment for people to achieve their potential, leading businesses and communities to thrive and grow by reducing violent crimes as well as crimes in general.

Prepared by: Patricia Alcocer, Management Analyst II, 320-3298

Approved by:

DocuSigned by:  
  
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Date: 12/21/2023 | 11:59 AM PST

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

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Attachments:

Board Report

Acknowledgment of TA Marketplace Terms and Conditions

Updated Acknowledgement of TA Marketplace Terms and Conditions