



Board Agenda Item 74

DATE: June 18, 2024

TO: Board of Supervisors

SUBMITTED BY: David Luchini, RN, PHN, Director, Department of Public Health

SUBJECT: Agreement with Health Management Associates, Inc.

RECOMMENDED ACTION(S):

Approve and authorize the Chairman to execute an Agreement with Health Management Associates, Inc. for strategic planning consultation services, effective June 18, 2024, through June 17, 2026, total not to exceed \$247,843.

There is no Net County Cost associated with the recommended action. Approval of the recommended action will allow the Department of Public Health (DPH) to receive consultation and support from Health Management Associates, Inc. (HMA) in the development of DPH's new 10-year strategic plan, defining long-term goals and objectives that will strengthen DPH's ability to provide essential services in the most cost-effective manner possible. This item is countywide.

ALTERNATIVE ACTION(S):

There are no viable alternative actions. Should your Board not approve the recommended actions, DPH will not be able to obtain consultation and support from HMA to assist with developing DPH's new 10-year strategic plan.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended action. The maximum compensation for the two-year term of the recommended agreement is \$247,843. Services provided under the recommended Agreement are funded by Future of Public Health (FoPH) funding and Health Realignment. The recommended Agreement includes a one-time advance payment of \$75,000 from the County to HMA for services to be provided under this Agreement. Sufficient appropriations and estimated revenues are included in the Department's Org 5620 FY 23-24 Adopted Budget and will be included in subsequent budget requests.

DISCUSSION:

The County, on behalf of DPH, issued RFP No. 24-022 for qualified vendors to provide consultation and support in the development of DPH's new 10-year strategic plan, defining long-term goals and objectives that will strengthen DPH's ability to provide essential services in the most cost-effective manner possible. Eight qualified proposals were submitted to Purchasing for consideration. An RFP review panel consisting of five members from three County departments convened to review the submitted bids and evaluate the competencies of each proposal.

HMA's proposal exceeded the County's needs and received top ranking from the RFP evaluation team.

They provided a comprehensive and easy to follow proposal, which included detailed services with a trauma-informed perspective and plans to partner with community-based organizations to complete community engagement. The HMA proposal demonstrated a high level of understanding of health equity and health disparities in Fresno County and a diverse background in public health, behavioral health, and education. HMA showed great consideration of DPH's goal to achieve accreditation in their proposed services. The associated cost proposal was adequate, reasonable, and very clearly explained to connect budget items to the different phases and time frames of proposed services. For the aforementioned reasons, the RFP review panel recommended the Agreement be awarded to HMA.

HMA will work with DPH to confirm goals and initiatives, develop a departmental framework, review the strategic plan, and create an official document of the plan. Services will include stakeholder engagement, discussions with DPH, and assisting each of the seven DPH divisions with developing their strategic plans that align with the department's strategic plan.

To expedite initial start-up of services and meet funding source deadlines, the recommended Agreement allows the County to pay HMA a one-time advance payment of \$75,000 upon execution of this Agreement. HMA shall provide monthly backup documentation for spending down this advance before the County shall remit any additional payments for invoices received.

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Agreement with HMA

CAO ANALYST:

Ron Alexander