



Office of the City Manager

CONSENT CALENDAR
January 16, 2024

To: Honorable Mayor and Members of the City Council

From: Dee Williams-Ridley, City Manager

Submitted by: Lisa Warhuus, Director, Health, Housing, and Community Services

Subject: Contract No. 32300203 Amendment: Hansine Fisher & Associates for Targeted Case Management, Medi-Cal Administrative Activities, CalAIM Enhanced Care Management Consulting Services

RECOMMENDATION

Adopt a Resolution authorizing the City Manager or her designee to execute an amendment to Contract No. 32300203 for \$73,060 and any additional amendments or extensions, with Hansine Fisher & Associates for Targeted Case Management (TCM) consulting services. The contract amendment's not-to-exceed amount will be increased to a total of \$172,600 for the period July 1, 2023 through June 30, 2024.

FISCAL IMPACTS OF RECOMMENDATION

Hansine Fisher & Associates, a consulting firm, was selected to provide a comprehensive review and analysis of the Targeted Case Management (TCM) and Medi-Cal Administrative Activities (MAA) programs for the Health, Housing, and Community Services Department (HHCS). The current contract has a not-to-exceed amount of \$99,540. The contract amendment will add more services and will increase the not-to-exceed amount by \$73,060, resulting in an amended total not-to-exceed amount of \$172,600. Funds will be added in the Second Amendment to the FY 2024 Annual Appropriations Ordinance from Fund 313.

CURRENT SITUATION AND ITS EFFECTS

The Hansine Fisher & Associates contract scope of work and associated budget will be amended to include an analysis and recommendation for implementation for the CalAIM/Enhanced Care Management (ECM) initiative from the State. ECM is a new statewide Medi-Cal benefit available to eligible members with complex needs, including access to a single Lead Care Manager who provides comprehensive care management and coordinates their health and health-related care and services. This additional scope of work is to determine whether becoming an ECM provider is a sound strategic and financial option when paired with TCM.

Effective January 1, 2024, Enhanced Care Management will be a statewide Medi-Cal benefit available to select members with complex needs. CalAIM and ECM implementation will have an impact on the TCM program and how it operates in the City. Analysis of the TCM program would not be accurate without considering the impact of ECM beginning July 1, 2024, when new clients who are eligible for the ECM benefit can no longer receive TCM services. Since the City receives funding based on the services provided, reduced services will lead to reduced funding.

HHCS currently operates TCM and MAA programs within the Aging Services Division (HHCS/AS) and the Public Health Division (HHCS/PH). TCM provides a reimbursement for specialized case management services to Medi-Cal eligible individuals in a defined target population so that they can access needed medical, social, educational, and other services. Through MAA, the state reimburses the City for activities it completes connecting Medi-Cal with eligible and potentially eligible individuals and families.

The proposed services will produce a model of case management services that best serves the vulnerable populations that is eligible for TCM and MAA services, maximize reimbursement, and ensure accurate and complete documentation processes to support audit readiness so that services can be provided sustainably.

BACKGROUND

The City released a Request for Proposals (RFP) in fiscal year 2023 under Specification No. 23-11582-C, and convened a panel of stakeholders to select Hansine Fisher & Associates as the most responsive and responsible bidder for this contract

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

There are no environmental impacts identified at this time.

RATIONALE FOR RECOMMENDATION

Hansine Fisher & Associates is a well-respected consulting firm with demonstrated subject matter expertise on TCM and MAA programs that has provided excellent services to date. Their proposal includes high quality services that align with the intended goals of maximizing program objectives and reimbursement for eligible services.

ALTERNATIVE ACTIONS CONSIDERED

Staff did not identify an alternative action consistent with the City's goals of advancing efficient and financially-healthy City government and public health and social and racial equity.

CONTACT PERSON

Janice Chin, Public Health Division Manager, HHCS, (510) 981-5121

Contract No. 32300203 Amendment: Hansine Fisher & Associates
for Targeted Case Management

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Attachments:
1: Resolution

RESOLUTION NO. ##,###-N.S.

CONTRACT NO. 32300203 AMENDMENT: HANSINE FISHER & ASSOCIATES:
TARGETED CASE MANAGEMENT CONSULTING SERVICES

WHEREAS, the City of Berkeley Department of Health, Housing & Community Services (HHCS), is committed to providing comprehensive Targeted Case Management services to Medi-Cal eligible clients, and

WHEREAS, HHCS seeks to eliminate health and educational inequities; and

WHEREAS, on May 9, 2023 Council approved the execution of a contract with Hansine Fisher and Associates to provide targeted case management and Medi-Cal Administrative Activity consulting services in the amount of \$100,000.

WHEREAS, CalAIM Enhanced Care Management (ECM) is a new Medi-Cal benefit effective January 1, 2024 that has impacts on the targeted case management program.

WHEREAS, funds are available in the current year budget

NOW THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager or her designee is authorized to execute an amendment to Contract No. 32300203, for an additional \$73,060 and any additional amendments or extensions, with Hansine Fisher & Associates for Targeted Case Management (TCM) consulting services. The contract amendment's not-to-exceed amount will be increased to a total of \$172,600 for the period July 1, 2023 thru June 30, 2024. A record signature copy of said contract and any amendments to be on file in the City Clerk Department.