



# COUNTY of VENTURA

**MELISSA LIVINGSTON**  
Director

February 6, 2024

Board of Supervisors  
County of Ventura  
800 South Victoria Avenue  
Ventura, CA 93009

## HUMAN SERVICES AGENCY

855 Partridge Drive  
Ventura, CA 93003  
805-477-5100

### JENNIE PITTMAN

Deputy Director  
Administrative Services

### VICTORIA JUMP

Deputy Director  
Aging & Disability Services

### DAVID SWANSON HOLLINGER

Deputy Director  
Children & Family Services

### MARISSA MACH

Deputy Director  
Community Access & Engagement

### ELAINE MARTINEZ

Deputy Director  
Community Services

**Subject: Approval of, and Authorization for the Human Services Agency Director to Sign, at No Additional Net Cost to the County, a Contract in the Not-to-Exceed Amount of \$5,357,591 with Ventura Harbor Restaurant Associates, Inc., dba Waters Edge Restaurant & Bar, Effective February 6, 2024, Through June 30, 2025, for CalAIM Meal Preparation and Delivery Services; Authorization for the Human Services Agency Director to Approve and Sign Limited Contract Modifications Under Certain Conditions; and Authorization for the Auditor-Controller to Process the Necessary Budget Transactions to Increase Appropriations and Unanticipated Revenue by \$5,357,591. RECOMMENDATION #3 REQUIRES 4/5THS VOTE.**

## **Recommendations:**

1. Approve, and authorize the Human Services Agency (HSA) Director, or designee, to sign, at no additional net cost to the County, a contract in the not-to-exceed amount of \$5,357,591 with Ventura Harbor Restaurant Associates, Inc., dba Waters Edge Restaurant & Bar, effective February 6, 2024, through June 30, 2025, for CalAIM Meal Preparation and Delivery Services to prepare and deliver to the home fresh meals that support the client's unique health needs, sensitivities and dietary restrictions (Exhibit 1.)
2. Authorize the HSA Director, or designee, to approve and sign limited contract modifications to (a) decrease, or increase up to ten percent, the amount of the contract, (b) extend the time for performance up to six months, and (c) make budget modifications, corrections, clarifications and technical changes, when the changes are consistent with the original purpose of the contract, subject to County Executive Office and County Counsel review and approval.
3. Authorize the Auditor-Controller to process the necessary transactions to increase appropriations and unanticipated revenue as detailed below. (Requires 4/5ths vote.)

INCREASE	3500-3509	Services and Supplies	\$5,357,591
INCREASE	3500-3509	Intergovernmental Revenue	\$5,357,591

**Fiscal/Mandates Impact:**

Mandatory: No  
 Source of Funding: Federal (Medi-Cal)  
 Funding Match Required: No  
 Impact on other Departments: None

**Summary of Revenue and Costs:**

	<u>FY 2023-24</u>	<u>FY 2024-25</u>
<b>Revenue:</b>		
Direct	\$5,357,591	\$0
<b>Total Revenue</b>	<b>\$5,357,591</b>	<b>\$0</b>
<b>Costs:</b>		
Direct	\$5,357,591	\$0
Indirect	Minimal	\$0
<b>Total Costs</b>	<b>\$5,357,591</b>	<b>\$0</b>
<b>Net County Cost</b>	<b>\$0</b>	<b>\$0</b>

There is no net County cost associated with this action. The California Advancing and Innovating Medi-Cal (CalAIM) meal program is fully supported through reimbursements from Medi-Cal.

<b>FY 2023-24 Adopted Budget for HSA Area Agency on Aging – Div. 3500</b>				
	Adopted Budget	Adjusted Budget	Projected Budget	Estimated Savings/(Deficit)
Appropriations	\$12,480,795	\$21,582,908	\$21,582,908	\$0
Revenue	\$11,068,330	\$19,069,430	\$19,069,430	\$0
Net Cost	\$1,412,465	\$2,513,478	\$2,513,478	\$0

**Discussion:**

Malnutrition and poor nutrition can lead to devastating health outcomes, higher utilization of medical services and increased costs, particularly among those with chronic conditions. Meals help individuals achieve their nutrition goals at critical times to help them regain and maintain their health. Benefits of healthy meals include improved health outcomes, lower hospital readmission rates, a well-maintained nutritional health status, and increased levels of satisfaction. Through the CalAIM Meal Preparation and Delivery Services program, eligible Medi-Cal members will receive fresh, home-delivered meals tailored for their specific medical needs that can assist with recovery after a hospital stay, or to help manage a chronic health condition such as hypertension, cancer, diabetes, kidney disease, stroke, heart failure or other chronic or disabling health disorder. Delivering medically supportive food/medically tailored meals to individuals recently discharged from a hospital or suffering from chronic conditions can reduce the need for emergency department visits, hospitalizations, and

readmissions. A recent California pilot program that provided medically tailored meals to individuals with Type 2 diabetes, HIV and comorbidities realized a 58 percent reduction in emergency department visits.

Clients will receive two meals for each day of the week, with deliveries occurring three times per week (consisting of 4, 4 and 6 meals.) Meals will support the client's unique health needs, sensitivities and dietary restrictions, and will be delivered pre-cooked, chilled, packed for storage/refrigeration, and ready to be consumed or warmed up. The initial benefit is for 12 weeks with the possibility of extending services based on medical necessity. In addition to the meals, a Registered Dietician will conduct nutritional counseling assessments, provide nutritional education and create menus that are appropriate for the medical condition of each client.

The General Services Agency (GSA) Procurement Services released a request for proposals (RFP) for the CalAIM Meal Preparation and Delivery Services program. Key program elements described in the RFP included preparation and delivery of healthy meals specific to the clients' medical needs as evaluated by a Registered Dietician, delivery of two meals per client for each day of the week to sustain nutrition, ability to serve clients within five days of receiving the referral from HSA, and an expectation to serve clients throughout all of Ventura County, wherever the client resides. Ten applicants responded to the RFP. Each proposal was evaluated by an Evaluation Committee in accordance with the evaluation criteria stated in the RFP, including bidders' background, experience and stability of their firm; and bidders' ability to support the needs of the County efficiently through their organizational structure, staffing plan and equipment schedule. Based on the evaluation criteria and review of the ten proposals, the Evaluation Committee recommends Ventura Harbor Restaurant Associates, Inc., to provide services for the period of February 6, 2024, through June 30, 2025.

The contract is a set amount of \$17.00 per prepared and delivered meal, and \$41.63 per nutritional counseling assessment conducted by a Registered Dietician. It is anticipated the program will serve between 450-1,000 clients with two meals per day, which equates to between 6,300-14,000 meals per week. It is critical for the vendor to have flexibility with fluctuating demands, as well as the capacity to ensure that services continue to flow to populations with heightened medical needs even amid potentially difficult circumstances. Ventura Harbor Restaurant Associates, Inc., has expressed a strong commitment to providing services that align with the demands of the contract, and is affiliated with other restaurant/catering companies that can mitigate risks and ensure continuity of operations should unforeseen disruptions occur.

We ask that your Board approve and authorize the HSA Director to sign the contract with Ventura Harbor Restaurant Associates, Inc., and authorize the HSA Director to approve and sign limited contract modifications within the parameters described in recommendation two. We further request your Board to authorize the Auditor-Controller to process the necessary transactions to increase appropriations and revenue by \$5,357,591 for these services.

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**Strategic Plan:**

The meal program contributes to the Board of Supervisors' 2024-2027 Strategic Plan priority to provide 'Healthy, Safe, and Resilient Communities', Goal (1) Provide equitable and timely access to quality healthcare, mental health, and public health services.

This item has been reviewed by the County Executive Office, the Auditor-Controller's Office, GSA Procurement Services and County Counsel. If you have any questions, please contact me at 805-477-5301, or Victoria Jump, Deputy Director, Aging and Disability Services, at 805-477-7300.



Melissa Livingston  
Director

Attachment: Exhibit 1 – Contract with Ventura Harbor Restaurant Associates, Inc.