



December 13, 2022

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

**Subject:**

**Approval of, and Authorization for the Health Care Agency (HCA) Director or Designee to Sign, Amendment No. 1 to the Professional Services Agreement for Enhanced Care Management (ECM) Services with the Ventura County Medi-Cal Managed Care Commission, a Public Entity Doing Business as Gold Coast Health Plan (GCHP), Effective January 1, 2023, Extending the Term of the Agreement through December 31, 2023 and Renewing Annually Thereafter; Approval of, and Authorization for the HCA Director or Designee to Sign, a Provider Services Agreement and Exhibits for Community Supports: Community Transition Services/Nursing Facility Transition to a Home; Environmental Accessibility Adaptations (Home Modifications); Nursing Facility Transition/Diversion to Assisted Living Facilities; Personal Care and Homemaker Services; Respite Services; Medically Tailored Meals; Housing Transition Navigation Services, Housing Deposits, and Housing Tenancy and Sustaining Services; Recuperative Care and Short-term Post-Hospitalization Housing with GCHP, Effective January 1, 2023, Through December 31, 2023 and Renewing Annually Thereafter; Adoption of the Attached Resolution to Add Seven New Regular Full-Time Equivalent Positions in the Ventura County Area Agency on Aging (AAA), Effective December 11, 2022; Approval of an Increase in Appropriations of \$3,059,926 for AAA to Provide ECM and Community Supports Services (Recommendation No. 4 Requires a 4/5ths Vote)**

**Recommendations:**

1. That your Board approve, and authorize, the Health Care Agency (HCA) Director or designee to sign, amendment No. 1 to the provider services agreement with the Ventura County Medi-Cal Managed Care Commission, a public entity doing business as Gold Coast Health Plan (GCHP), for enhanced care management (ECM) under the California Advancing and Innovating Medi-Cal (CalAIM) program (Exhibit 1), effective

January 1, 2023, extending the term of the agreement through December 31, 2023 and renewing annually thereafter unless terminated by either party.

2. That your Board approve, and authorize the HCA Director or designee to sign, the attached provider services agreement and exhibits for the following community supports services: community transition services/nursing facility to a home, environmental accessibility adaptations (home modifications), nursing facility transition/diversion to assisted living facilities, personal care and homemaker services, respite services, medically tailored meals, housing transition navigation services, housing deposits, housing tenancy and sustaining services, recuperative care and short-term post-hospitalization housing with GCHP, under CalAIM (Exhibit 2), effective January 1, 2023 through December 31, 2023 and renewing annually thereafter unless terminated by either party.

3. That your Board adopt the attached resolution (Exhibit 3) to add seven new regular full-time equivalent positions in the Ventura County Area Agency on Aging (AAA) effective December 11, 2022.

ADD:

Job Code	Description	Business Unit	Dept. Sub-Org	FTE	Compensation Frequency	Salary Range
01788	Social Worker IV	AAAVC	3500-3501	1.0	Hourly	\$24.939030 - \$34.954737
01789	Social Worker III	AAAVC	3500-3501	2.0	Hourly	\$23.343581 – \$31.176267
01174	Senior Program Administrator	AAAVC	3500-3501	1.0	Annual	\$83,613.94 - \$117,071.01
00841	Medical Billing Specialist IV	AAAVC	3500-3501	1.0	Hourly	\$24.533195 - \$31.144735
00305	Registered Nurse II	AAAVC	3500-3501	1.0	Hourly	\$42.793861 - \$51.175441
01719	Community Health Worker	AAAVC	3500-3501	1.0	Hourly	\$25.364906 - \$35.574676

4. That your Board approve an increase in appropriations of \$3,059,926 to AAA to provide ECM and community supports services through June 30, 2023, and authorize the Auditor-Controller to process necessary budgetary transactions for additional funding and to adjust appropriations and fund balance for AAA(requires 4/5ths vote):

INCREASE Unit 3500-3501 Salaries and Benefits	\$ 716,113
INCREASE Unit 3500-3501 Services and Supplies	\$ 2,343,813
INCREASE Unit 3500-3501 Intergovernmental Revenues	\$ 3,059,926

**Fiscal Impact:**

Mandatory: No  
 Source of Funding: Gold Coast Health Plan  
 Funding Match Required: No  
 Impact on Other Departments Area Agency on Aging

**Summary of AAA Annual Revenues and Costs Under these Agreements:**

	<u>FY 2022-2023</u>	<u>FY 2023-2024</u>
Revenue:	\$3,059,926	\$5,551,165
Direct Cost:	\$3,059,926	\$5,551,165
Indirect Cost:	\$0	\$0
Net County Cost	\$0	\$0

**Summary of HCA Annual Revenues and Costs Under these Agreements:**

	<u>FY 2022-2023</u>	<u>FY 2023-2024</u>
Revenue:	\$7,652,756	\$7,652,756
Direct Cost:	\$9,668,792	\$9,668,792
Indirect Cost:	\$0	\$0
Net County Cost	\$2,016,036	\$2,016,036

**Current Fiscal Year Budget Projections:**

<b>FY 2022-23 Adopted Budget for Area Agency on Aging - Division 3500</b>				
	<b>Adopted Budget</b>	<b>Adjusted Budget</b>	<b>Projected Actual</b>	<b>Estimated Savings/(Deficit)</b>
Appropriations	\$ 9,213,370	\$ 12,645,357	\$ 12,645,357	\$0
Revenue	\$ 7,859,923	\$ 10,745,854	\$ 10,745,854	\$0
Net Cost	\$ 1,353,447	\$ 1,899,503	\$ 1,899,503	\$0

<b>Current FY 2022-23 Budget Projections for Ventura County Medical Center Hospital #3301</b>				
	<b>Adopted Budget</b>	<b>Adjusted Budget</b>	<b>Projected Actual</b>	<b>Estimated Savings/(Deficit)</b>
Expenditures	\$574,961,408	\$600,941,906	\$600,941,906	\$0
Revenue	\$545,623,292	\$546,036,542	\$546,036,542	\$0
Operational Income/(Loss)	(\$29,338,116)	(\$54,905,364)	(\$54,905,364)	\$0

\*The operational income includes "Operating Transfers In" that is primarily attributed to County contributions. Sufficient revenue and appropriations are included in the FY 2023-24 budget.

**Discussion:**

Launched in January 2022, CalAIM serves the needs of Medi-Cal's most at-risk beneficiaries through intensive care management and services in the community to address social needs such as medically supportive foods or housing supports. HCA's Ambulatory Care Division serves as the implementation hub for the development, launch, and administration of these services contracted with GCHP and in coordination with and across several County agencies.

**Recommendations 1 and 2:**

Your Board approved a provider services agreement with GCHP on December 14, 2021 to support the implementation of ECM services for the CalAIM program which launched in January 2022 for persons experiencing homelessness, frequent utilizers of emergency room and hospital services, persons in need of specialty mental health services and substance use disorders treatment and clinically appropriate services for the recently incarcerated. HCA has provided ECM services to 1,149 persons to date in calendar year 2022. In May 2022, DHCS provided further guidance on two new ECM populations of focus to be launched in January, 2023 including adults living in the community who are at-risk for long-term care institutionalization and nursing facility residents transitioning to the community, described in more detail under Recommendation No. 3 below. The proposed amendment extends the term of the existing provider services agreement for one additional year, through December 31, 2023 and authorizes the provision of services to the two new ECM populations of focus to be served by AAA launching in January, 2023. As appropriations were approved in December, 2021, no new appropriations for the original services under this agreement are being sought.

CalAIM community supports are cost-effective alternatives to Medi-Cal plan services, intended to address social needs that can be offered alongside or independently of ECM. Your Board approved provider services agreements with GCHP on February 8, 2022 for five CalAIM community supports, including medically tailored meals, housing transition navigation services, housing deposits, housing tenancy, and sustaining services, and recuperative care and short-term post-hospitalization housing on June 21, 2022. The new provider services agreement before your Board renews these services and includes the next round of community supports which closely align with the needs of the new at-risk for institutionalization and nursing facility to community ECM populations of focus launching in January, 2023: respite services, nursing facility transition/diversion to assisted living, community transition services/nursing facility transition to home, personal care and homemaker services, and environmental accessibility adaptations.

These new services will be contracted through HCA acting as the hub but implemented by AAA.

### **Recommendations 3 and 4**

AAA will provide ECM services and community supports to best serve the newly eligible population of older adults at risk for institutionalization and those living in facilities who would like to and are able to transition back to the community. AAA provides similar services to this population under two Medi-Cal 1915(c) waivers, the Multipurpose Senior Services Program and the Home and Community Based Alternatives waiver. Participants under these programs typically cannot participate in ECM but are allowed to if they are on the waiting list for either program. Both programs have capped enrollment by the state and have waiting lists and the addition of the ECM program would enable AAA to provide a greatly needed service to stabilize individuals while they are on the waiting list and further add to the existing continuum of care for older adults and people with disabilities. The community supports being proposed are core community supports AAA already offers to older adults and would allow AAA to expand its reach to include adults with disabilities and people waiting for IHSS or on IHSS who do not have a provider. These community supports will be primarily implemented through vendor contracts with some funds from the rates reserved to support program management staff time to oversee these contracts.

The requested new positions in AAA will support the agency with dedicated staffing to provide the comprehensive, individualized, field-based care coordination required to prevent premature institutionalization as well as enable people who are currently in facilities to transition back into the community if they are able to. The expected caseload for enhanced care management is 50:1 with an anticipated caseload of 425 people by December, 2023. The staffing model we are recommending is a multi-disciplinary team approach of a nurse and social worker with support from a community health worker. We are asking that your Board approve the attached resolution adding seven new regular full time positions effective December 11, 2022, to support the implementation of ECM and community supports. Hiring into the positions will occur when the caseload growth reflects the need for the positions and can be supported by the revenue.

As the program ramps up to capacity, we will return to your Board to add the additional needed positions to support the program. The initial seven positions will support a caseload of 125 people and includes full administrative support including a dedicated senior program administrator to manage the program, a billing specialist, registered nurses, community health workers and social workers. As this is a high touch program supporting vulnerable older adults and people with disabilities, as the case load increases additional social workers, community health workers and registered nurses will be added to support the growing caseload. An additional administrative assistant position will also be added.

Board of Supervisors – CalAIM – Enhanced Care Management and Community  
Supports for the Aging/Long-Term Care Populations  
December 13, 2022 – Page 6

The anticipated caseload could grow to 500 people which would require additional positions to maintain the 50:1 client ratio. We will reassess the need over the coming months and report back to your Board if additional positions are needed.

This letter has been reviewed by the County Executive Office, CEO-HR, County Counsel, and Auditor-Controller's Office. If you have any questions regarding this item, please call Barry Zimmerman, HCA Director at (805) 677-5272.

---



---

Theresa Cho, MD  
CEO, Ambulatory Care



---

Barry L. Zimmerman  
Health Care Agency Director

**Attachments:**

**Exhibit 1:** Amendment No. 1 to Professional Services Agreement for CalAIM Enhanced Care Management between County of Ventura and Gold Coast Health Plan

**Exhibit 2:** Provider Services Agreement -- Community Supports between County of Ventura and Gold Coast Health Plan

**Exhibit 3:** Resolution – To Add Seven Full-Time Regular Positions in the Ventura County Area Agency on Aging