Title: Approvals for Implementation of Pathways to Health + Home Program

Location: Citywide

Recommendation: Pass a Motion authorizing the City Manager or City Manager’s designee to: 1) execute supplemental agreement no. 3 to city agreement 2018-0696 with Healthy Community Forum for Greater Sacramento Region dba Sacramento Covered and extend services through June 30, 2019 for an increase of $526,900, with a new total not-to-exceed amount of $2,088,350; 2) execute supplemental agreement no. 1 to city agreement 2019-0258 with Sacramento Native American Health Center (SNAHC) for an increase of $71,400, with a new total not-to-exceed amount of $294,150; 3) execute supplement agreement no. 1 to city agreement 2019-0259 with Elica Health Center (Elica) for an increase of $77,250, with a new total not-to-exceed amount of $283,500; and 4) execute supplemental agreement no. 1 to city agreement 2019-0257 with WellSpace Health, Inc. for an increase of $138,000, with a new total not-to-exceed amount of $550,500.

Contact: Emily Halcon, Homeless Services Coordinator, (916) 808-7896; Anira Khlok, Homeless Services Program Analyst, (916) 808-7948, Office of the City Manager

Presenter: None.

Attachments:
1-Description/Analysis
2-Sacramento Covered Outreach Contract Supplement
3-SNAHC Hub Entity Contract Supplement
4-Elica Hub Entity Contract Supplement
5-WellSpace Health, Inc. Hub Entity Contract Supplement
Description/Analysis

Issue Detail: In June 2017, the City of Sacramento was accepted into the State Department of Health Care Services' (DHCS) Whole Person Care (WPC) program. WPC is a statewide Medi-Cal waiver program that allows communities to create a system of supportive services aimed to improve health outcomes and reduce utilization of high-cost services for vulnerable populations. In Sacramento, the WPC program is called the Pathways to Health + Home (Pathways) program and will support broader City strategies to reduce and prevent homelessness, by creating a robust system of outreach, case management and supportive services for those frequent users of health care, homeless services, and emergency services.

Pathways is currently in Program Year 4 which began on January 1, 2019 and ends on December 31, 2019. Program Year 5 will run from January 1, 2020 through December 31, 2020. As of April 15, 2019, Pathways had 634 individuals enrolled and had served a total of 1,186 individuals through the life of the program. A total of 69,005 services, including outreach, navigation, care coordination, and housing support, have been provided to the community. Additionally, Pathways has housed a total of 278 individuals. Pathways is collaborating with over 20 health care, housing, and social service providers to ensure continuity of care for program enrollees and is continuing to explore other partnerships.

Extension and Expansion of Sacramento Covered’s Outreach, Care Coordination, and Housing Services

The City issued a Request for Qualifications (#Q18021011002) in January 2018 for Pathways service providers. Sacramento Covered was selected to provide outreach services and executed a contract with the City for such services through December 31, 2018. In December 2018, Sacramento Covered’s outreach services were extended through March 31, 2019. Additionally, to avoid gaps in service until additional providers could be retained, Sacramento Covered’s contract was expanded to include temporary enhanced care coordination and housing services through March 31, 2019. Due to further delays in obtaining new providers, Sacramento Covered’s agreement was again extended in March 2019 to run through April 30, 2019. Also, in March 2019, Sacramento Covered was selected through a competitive Request for Qualifications (#Q19021011001) process to provide both housing and care coordination services to Pathways clients on a long-term basis. Staff is working on developing these longer-term contracts, but desires to continue the outreach, care coordination, and housing services through June 30, 2019 by expanding the existing contract.

Staff recommends approval of a contract supplement to the professional services agreement #2018-0696 with Sacramento Covered to maintain the provision of outreach, enhanced care coordination and housing services for Pathways enrollees through June 30, 2019. The attached contract supplement will expand the following services: 1) outreach service capacity...
will increase from 750 enrollees to 900; 2) housing services capacity will increase from 125 to 300 individuals; and 3) enhanced care coordination services will increase from serving 200 individuals to 250. Additionally, Sacramento Covered will receive a higher payment for enhanced care coordination services because program enrollees are higher acuity and have more complex needs and therefore required additional staff time and support for care coordination activities. The approval of the attached contract supplement will enable the program to enroll more individuals and position the program towards meeting the program goal of serving 1,000 individuals at any point in time. Staff will return to City Council seeking approval for a new contract for these services around June 2019.

**Expanding Pathways Hub Capacity**

The City of Sacramento currently contracts with four Federally Qualified Health Centers (FQHC), or Hubs, who provide medical case management and care coordination for Pathways enrollees. Pathways Hubs ensure that program enrollees connect with their primary care provider, manage their medical conditions, assist individuals with securing specialty care, and even expediting appointments as needed. Staff recommends approvals of the contract supplements for SNAHC (Agreement #2018-0696), Elica Health Centers (Agreement #2019-0259) and WellSpace Health, Inc. (Agreement #2019-0257) to expand medical care coordination to support an additional 100 new program enrollees through December 31, 2019. Furthermore, each Hub will receive an increased Per Member Per Month (PMPM) payment rate from the City as the population being served is higher acuity and therefore requires more staff time and resources to dedicate to each enrollee. Staff is seeking approval of contract supplements for three of the four Pathways Hubs and will not be amending the contract with the remaining Hub, One Community Health, as Council recently approved their contract on April 23, 2019 which incorporated a new enrollee service panel and an increased PMPM payment rate. Each of the Pathways Hubs has the capacity to support new program enrollees and will be able to assist the City with meeting the goal of serving 1,000 program enrollees at any given point in time.

**Policy Considerations:** The Pathways program aligns with the federal directive and City commitment that funding for addressing homelessness follow a “housing first” approach, which offers permanent housing as quickly as possible for individuals and families experiencing homelessness. In housing first programs, supportive services are offered (but not required as a condition of tenancy) to help people keep their housing and avoid returning to homelessness. This evidence-based approach is consistent with the strategies and funding priorities of the other public agencies working to end homelessness in Sacramento. Partnering with other agencies to leverage resources and improve livability is consistent with the City Council’s past actions and current direction.
Economic Impacts: None.

Environmental Considerations: The actions specified in this report do not constitute a "project" under the California Environmental Quality Act (CEQA) because they are continuing administrative activities and amount to general policy and procedure making [CEQA Guidelines section 15378(b)(2)].

Sustainability: Not Applicable.

Commission/Committee Action: None.

Rationale for Recommendation: The Pathways program is an opportunity for a community to transform healthcare and housing systems serving vulnerable populations by aligning services and data through performance-based contracts. The recommended contract partners have extensive experience working in Sacramento and providing services and support to vulnerable populations. The Pathways program offers an opportunity to leverage the experience and expertise of these organizations in a large, collaborative program that aims to change the way services are delivered in Sacramento. While Pathways is currently only funded through December 31, 2020, a key goal of Pathways is to achieve long-term sustainability and continue program services after the program sunsets.

Financial Considerations: There is sufficient funding in the Pathways Program I02000900 to cover the supplemental contract amounts outlined in this report, which total $813,550.

Local Business Enterprise (LBE): All the Pathways service partners are local businesses with established operations in Sacramento and have a history of serving Sacramento’s medically fragile and homeless populations.
## CONTRACT ROUTING SHEET

**Contract Cover/Routing Form: Must Accompany ALL Contracts; however, it is NOT part of the contract.**

### General Information (Required)
- **Original Contract #:** (supplements only): 2018-0696
- **Supplement/Addendum #:** 3
- **Assessor’s Parcel Number(s):**
- **Contract Effective Date:** 05/01/2018
- **Contract Expiration Date (if applicable):** 06/30/2019
- **$ Amount (Not to Exceed):** $1,561,450.00
- **Adjusted $ Amount ($)**: $526,900.00
- **Other Party:** Healthy Community Forum for the Greater Sacramento Region d.b.a Sacramento Covered
- **Project Title:** Pathways to Health + Home
- **Project #:** 102000939
- **Bid/RFQ/RFP #:**
- **City Council Approval:** YES
  - if YES, Council File ID#: 2019-00611

### Contract Processing Contacts
- **Department:** City Manager
- **Contract Coordinator:** Anira Khlok
- **Project Manager:** Emily Halcon
- **Email:** akhlok@cityofsacramento.org

### Department Review and Routing

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<td>Other</td>
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### Special Instruction/Comments (i.e. recording requested, other agency signatures required, etc.)
- [ ] Recording Requested
- [ ] Other Party Signature Required

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*FOR CLERK & IT DEPARTMENTS ONLY – DO NOT WRITE BELOW THIS LINE*
CONTRACT SUPPLEMENT
(Professional Services)

Project Title and Job Number: Pathways to Health + Home  Date: 04/29/2019
Purchase Order #: SACTO-0000044088  Contract Supplement No.: 3

The City of Sacramento ("City") and Healthy Community Forum for the Greater Sacramento Region d.b.a. Sacramento Covered ("Contractor"), as parties to that certain Professional Services Agreement designated as Agreement Number 2018-0696, including any prior contract supplements modifying the agreement (the agreement and contract supplements are hereafter collectively referred to as the "Agreement"), hereby supplement and modify the Agreement as follows:

1. The Agreement is amended as follows:

   • Attachment 1 to Exhibit A is amended to extend the Time of Performance through June 30, 2019. Contractor shall thus perform all services specified in Attachments 1, 2 and 3 to Exhibit A through June 30, 2019.

   • Sections 2(A) and 3(A) of Attachment 2 to Exhibit A (Scope of Services – Enhanced Care Coordination) are amended to reflect that CONTRACTOR shall manage up to 250 enrollees per Pathways Care Team per month.

   • Section 2(A) of Attachment 3 to Exhibit A (Scope of Services- Housing Services) is amended to reflect that CONTRACTOR shall perform core housing support and service functions (field and home-based) for up to 300 Enrollees in need of housing services during the Time of Performance period with a Staff to Enrollee ratio of 1:75.

   • Section 5(A) of Attachment 1 to Exhibit A (Scope of Services- Outreach Entity) is amended to reflect that CONTRACTOR shall provide supports and navigation to up to 900 enrolled Enrollees in close collaboration with Pathways Hub to coordinate access to primary care and behavioral health services.

   • Sections 5(F) and Section 7(A) of Attachment 1 to Exhibit A are amended to reflect that CONTRACTOR will ensure it has a team of CHWs (up to 13.0 FTE) and a team lead (2.0) to provide service supports and navigation to 900 Pathways Enrollees.

   • Section A of Attachment 1 to Exhibit B (Billing Rates and Requirements) is amended to reflect that CONTRACTOR will be paid $185 per Enrollee served per month for the Enhanced Care Coordination Services specified in Attachment 2 to Exhibit A for May 1, 2019 through June 30, 2019.

2. In consideration of the additional and/or revised services described in section 1, above, the maximum not-to-exceed amount that is specified in Exhibit B of the Agreement for payment of Contractor’s fees and expenses, is increased by $526,900, and the Agreement’s maximum not-to-exceed amount is amended as follows:

   Agreement’s original not-to-exceed amount: $979,600
   Net change by previous contract supplements: $581,850
   Not-to-exceed amount prior to this contract supplement: $1,561,450
   Increase by this contract supplement: $526,900
   New not-to-exceed amount including all contract supplements: $2,088,350
3. Contractor agrees that the amount of increase in the not-to-exceed amount specified in section 2, above, shall constitute full compensation for the additional and/or revised services specified in section 1, above, and shall fully compensate Contractor for any and all direct and indirect costs that may be incurred by Contractor in connection with such additional and/or revised services, including costs associated with any changes and/or delays in work schedules or in the performance of other services or work by Contractor.

4. Contractor warrants and represents that the person or persons executing this contract supplement on behalf of Contractor has or have been duly authorized by Contractor to sign this contract supplement and bind Contractor to the terms hereof.

5. Except as specifically revised herein, all terms and conditions of the Agreement shall remain in full force and effect, and Contractor shall perform all of the services, duties, obligations, and conditions required under the Agreement, as supplemented and modified by this contract supplement.

[Signature Page Follows]
Approval Recommended By: [Signature]
Project Manager

Approved By: [Signature]
Contractor

Approved As To Form By: [Signature]
City Attorney

Attested To By:
City Clerk

Approved By:

City of Sacramento
CONTRACT
ROUTING SHEET

Contract Cover/Routing Form: Must Accompany ALL Contracts; however, it is NOT part of the contract.

General Information (Required)
Original Contract # (supplements only): 2019-0258
Assessor's Parcel Number(s): 
Contract Effective Date: 03/01/2019
$ Amount (Not to Exceed): $ 222,750.00
Other Party: Sacramento Native American Health Center
Project Title: Pathways to Health + Home
Project #: 102000944
City Council Approval: YES if YES, Council File ID#: 2019-00611

Contract Processing Contacts
Department: City Manager
Contract Coordinator: Anira Khlok
Project Manager: Emily Halcon
Email: akhlok@cityofsacramento.org

Department Review and Routing
Accounting: 
(Signature) 
(Date) 4/30/19
Supervisor: 
(Signature) 
(Date)
Division Manager: 
(Signature) 
(Date)
Other: 
(Signature) 
(Date)

Special Instruction/Comments (i.e. recording requested, other agency signatures required, etc.)

☐ Recording Requested ☐ Other Party Signature Required

---------------------FOR CLERK & IT DEPARTMENTS ONLY – DO NOT WRITE BELOW THIS LINE---------------------
SUPPLEMENTAL AGREEMENT

Project Title and Job Number: Pathways to Health + Home
Purchase Order #: 0000049241
Date: 04/26/2019
Supplemental Agreement No.: 1

The City of Sacramento ("City") and Sacramento Native American Health Center ("Contractor"), as parties to that certain Professional Services Agreement designated as Agreement Number 2019-0258, including any and all prior supplemental agreements modifying the agreement (the agreement and supplemental agreements are hereafter collectively referred to as the "Agreement"), hereby supplement and modify the Agreement as follows:

1. The Scope of Services and Billing Rates & Requirements for the Agreement are amended as follows:

   Sections 5(A) and 7(A) of Attachment 1 to Exhibit A are amended to reflect that CONTRACTOR will manage up to 160 enrollees per Pathways Care Team.

   Section A of Attachment 1 to Exhibit B is amended to reflect that CITY shall pay CONTRACTOR $195 per enrollee served per month.

2. In consideration of the additional and/or revised services described in section 1, above, the maximum not-to-exceed amount that is specified in Exhibit B of the Agreement for payment of Contractor's fees and expenses, is increased by $71,400, and the Agreement's maximum not-to-exceed amount is amended as follows:

   Agreement's original not-to-exceed amount: $222,750.00
   Net change by previous supplemental agreements: 0
   Not-to-exceed amount prior to this supplemental agreement: $222,750.00
   Increase/decrease by this supplemental agreement: $71,400.00
   New not-to-exceed amount including all supplemental agreements: $294,150.00

3. Contractor agrees that the amount of increase in the not-to-exceed amount specified in section 2, above, shall constitute full compensation for the additional and/or revised services specified in section 1, above, and shall fully compensate Contractor for any and all direct and indirect costs that may be incurred by Contractor in connection with such additional and/or revised services, including costs associated with any changes and/or delays in work schedules or in the performance of other services or work by Contractor.

4. Contractor warrants and represents that the person or persons executing this supplemental agreement on behalf of Contractor has or have been duly authorized by Contractor to sign this supplemental agreement and bind Contractor to the terms hereof.

5. Except as specifically revised herein, all terms and conditions of the Agreement shall remain in full force and effect, and Contractor shall perform all of the services, duties, obligations, and conditions required under the Agreement, as supplemented and modified by this supplemental agreement.

Approval Recommended By:

[Signature]
Project Manager

Approved By:

[Signature]
Contractor

Approved By:

City of Sacramento

Approved As To Form By:

[Signature]
City Attorney

Attested To By:

City Clerk

(Rev. 9-17-12)
CONTRACT ROUTING SHEET

Contract Cover/Routing Form: Must Accompany ALL Contracts; however, it is NOT part of the contract.

General Information (Required)
Original Contract # (supplements only): 2019-0259
Assessor’s Parcel Number(s):
Contract Effective Date: 03/01/2019
$ Amount (Not to Exceed): $206,250.00
Other Party: Elica Health Centers
Project Title: Pathways to Health + Home
Project #: 02000943
City Council Approval: YES if YES, Council File ID#: 2019-00611

Contract Processing Contacts
Department: City Manager
Contract Coordinator: Anira Khlok
Project Manager: Emily Halcon
Email: akhlok@cityofsacramento.org

Department Review and Routing
Accounting:
Supervisor:
(Signature) (Date) 5/2/19
Division Manager:
(Signature) (Date)
Other:
(Signature) (Date)

Special Instruction/Comments (i.e. recording requested, other agency signatures required, etc.)

☐ Recording Requested ☐ Other Party Signature Required

----------------------FOR CLERK & IT DEPARTMENTS ONLY – DO NOT WRITE BELOW THIS LINE----------------------
CONTRACT SUPPLEMENT  
(Professional Services)

Project Title and Job Number: Pathways to Health + Home 
Purchase Order #: SACTO-0000049251
Date: 04/26/2019  
Contract Supplement No.: 1

The City of Sacramento ("City") and Elica Health Centers ("Contractor"), as parties to that certain Professional Services Agreement designated as Agreement Number 2019-0259, including any prior contract supplements modifying the agreement (the agreement and contract supplements are hereafter collectively referred to as the "Agreement"), hereby supplement and modify the Agreement as follows:

1. The Scope of Services and Billing Rates & Requirements for the Agreement are amended as follows:

   Section 5(A) and 7(A) of Attachment 1 to Exhibit A are amended to reflect that CONTRACTOR will manage up to 150 enrollees per Pathways Care Team.

   Section A of Attachment 1 to Exhibit B is amended to reflect that CITY shall pay CONTRACTOR $195 per enrollee served per month.

2. In consideration of the additional and/or revised services described in section 1, above, the maximum not-to-exceed amount that is specified in Exhibit B of the Agreement for payment of Contractor’s fees and expenses, is increased by $77,250, and the Agreement’s maximum not-to-exceed amount is amended as follows:

   Agreement’s original not-to-exceed amount: $206,250.00
   Net change by previous supplemental agreements: 0
   Not-to-exceed amount prior to this supplemental agreement: $206,250.00
   Increase by this supplemental agreement: $77,250.00
   New not-to-exceed amount including all supplemental agreements: $283,500.00

3. Contractor agrees that the amount of increase in the not-to-exceed amount specified in section 2, above, shall constitute full compensation for the additional and/or revised services specified in section 1, above, and shall fully compensate Contractor for any and all direct and indirect costs that may be incurred by Contractor in connection with such additional and/or revised services, including costs associated with any changes and/or delays in work schedules or in the performance of other services or work by Contractor.

4. Contractor warrants and represents that the person or persons executing this contract supplement on behalf of Contractor has or have been duly authorized by Contractor to sign this contract supplement and bind Contractor to the terms hereof.

5. Except as specifically revised herein, all terms and conditions of the Agreement shall remain in full force and effect, and Contractor shall perform all of the services, duties, obligations, and conditions required under the Agreement, as supplemented and modified by this contract supplement.

[Signature Page Follows]
Approval Recommended By: [Signature]
Project Manager

Approved By: [Signature]
Contractor

City of Sacramento

Approved As To Form By: [Signature]
City Attorney

Attested To By: [Signature]
City Clerk
## General Information (Required)

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<td>City Council Approval:</td>
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## Supplement/Addendum #:

| 1 |

## Contract Expiration Date (if applicable):

| 12/31/2019 |

## Adjusted $ Amount (+/-):

| $138,000.00 |

## Contract Processing Contacts

- **Department:** City Manager
- **Contract Coordinator:** Anira Khlok
- **Project Manager:** Emily Halcon
- **Email:** akhlok@cityofsacramento.org

## Department Review and Routing

- **Accounting:**
  - (Signature) (Date)
- **Supervisor:**
  - (Signature) (Date)
- **Division Manager:**
  - (Signature) (Date)
- **Other:**
  - (Signature) (Date)

## Special Instruction/Comments (i.e. recording requested, other agency signatures required, etc.)

- [ ] Recording Requested
- [ ] Other Party Signature Required

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**FOR CLERK & IT DEPARTMENTS ONLY – DO NOT WRITE BELOW THIS LINE**
CONTRACT SUPPLEMENT
(Professional Services)

Project Title and Job Number: Pathways to Health + Home
Purchase Order #: SACTO-0000049249

Date: 04/26/2019
Contract Supplement No.: 1

The City of Sacramento ("City") and WellSpace Health, Inc. ("Contractor"), as parties to that certain Professional Services Agreement designated as Agreement Number 2019-0257, including any prior contract supplements modifying the agreement (the agreement and contract supplements are hereafter collectively referred to as the "Agreement"), hereby supplement and modify the Agreement as follows:

1. The Scope of Services and Billing Rates & Requirements for the Agreement are amended as follows:

   Section 5(B) of Attachment 1 to Exhibit A is amended to reflect that CONTRACTOR will manage three Pathways Care Teams. Section 7(A) of Attachment 1 to Exhibit A is amended to reflect that CONTRACTOR will ensure it has a Hub team to provide service supports and navigation to 300 Pathways Enrollees.

   Section A of Attachment 1 to Exhibit B is amended to reflect that CITY shall pay CONTRACTOR $195 per enrollee served per month.

2. In consideration of the additional and/or revised services described in section 1, above, the maximum not-to-exceed amount that is specified in Exhibit B of the Agreement for payment of Contractor's fees and expenses, is increased by $138,000, and the Agreement's maximum not-to-exceed amount is amended as follows:

   Agreement's original not-to-exceed amount: $412,500.00
   Net change by previous supplemental agreements: 0
   Not-to-exceed amount prior to this supplemental agreement: $412,500.00
   Increase by this supplemental agreement: $138,000.00
   New not-to-exceed amount including all supplemental agreements: $550,500.00

3. Contractor agrees that the amount of increase in the not-to-exceed amount specified in section 2, above, shall constitute full compensation for the additional and/or revised services specified in section 1, above, and shall fully compensate Contractor for any and all direct and indirect costs that may be incurred by Contractor in connection with such additional and/or revised services, including costs associated with any changes and/or delays in work schedules or in the performance of other services or work by Contractor.

4. Contractor warrants and represents that the person or persons executing this contract supplement on behalf of Contractor has or have been duly authorized by Contractor to sign this contract supplement and bind Contractor to the terms hereof.

5. Except as specifically revised herein, all terms and conditions of the Agreement shall remain in full force and effect, and Contractor shall perform all of the services, duties, obligations, and conditions required under the Agreement, as supplemented and modified by this contract supplement.

   [Signature Page Follows]
Approval Recommended By:

Project Manager

Approved By:

[Signature]

Contractor

Approved By:

City of Sacramento

Approved As To Form By:

City Attorney

Attested To By:

City Clerk