

**CENTRAL HEALTH****STAYS IN FILE****Our Vision**

Central Texas is a model healthy community.

Our Mission

By caring for those who need it most, Central Health improves the health of our community.

Our Values

Central Health will achieve excellence through:

Stewardship - We maintain public trust through fiscal discipline and open and transparent communication.*Innovation* - We create solutions to improve healthcare access.*Respect* - We honor our relationship with those we serve and those with whom we work.*Collaboration* - We partner with others to improve the health of our community.**CENTRAL HEALTH BOARD OF MANAGERS
BUDGET AND FINANCE COMMITTEE****Wednesday, November 14, 2018, 5:30 p.m.****Central Health Administrative Offices
1111 E. Cesar Chavez St.
Austin, Texas 78702
Board Room****AGENDA***

1. Receive a presentation on outreach and education activities designed to encourage Historically Underutilized Business participation. (*Informational Item*)
2. Discuss an update on the expansion of the Central Health Premium Assistance Program related to Ideal Care offered by Sendero Health Plans, Inc.¹ (*Informational Item*)
3. Discuss and take appropriate action on the 1115 Medicaid Waiver, Delivery System Reform Incentive Payment (DSRIP) projects, the Community Care Collaborative, including health care delivery arrangements, and other related community partnerships.¹ (*Informational Item*)
4. Discuss the relocation of the Blackstock Family Health Center to the Central Health Southeast Health and Wellness Center and the impact such relocation will have on redevelopment of the Central Health Downtown Campus. (*Informational Item*)
5. Discuss and take appropriate action on Central Health owned property, including the Downtown Campus and adjacent properties.¹
6. Confirm the next regular Committee meeting date, time, and location. (*Action Item*)

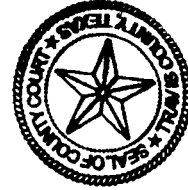
Note 1, Possible closed executive session item.

*The Budget and Finance Committee may take items in an order that differs from the posted order and may consider any item posted on the agenda in a closed session if there are issues that require consideration in a closed session and the Committee announces that the item will be considered during a closed session.

A quorum of Central Health's Board of Managers may convene to discuss matters on the agenda.

Came to hand and posted on a Bulletin Board in the Courthouse,
Austin, Travis County, Texas on this the 09 day of
November 2018.

Dana DeBeauvoir
County Clerk, Travis County, Texas
By JJ Williams Deputy



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OFFICIAL PUBLIC RECORDS

Dana DeBeauvoir

Nov 09, 2018 04:55 PM 201881770

FEE: \$0.00

Dana DeBeauvoir, County Clerk

Travis County TEXAS



**CENTRAL
HEALTH**

BUDGET & FINANCE COMMITTEE MEETING

November 14, 2018

AGENDA ITEM 1

Receive a presentation on outreach and education activities designed to encourage Historically Underutilized Business participation.



MEMORANDUM

To: Central Health Board of Managers
CC: Mike Geeslin, President and CEO; Lisa Owens, VP of Financial Operations
From: Perla Cavazos, VP of Government Affairs and Ivan Davila, Manager of Communications and Community Engagement
Date: November 9, 2018
Re: Agenda Item 1
Receive a presentation on outreach and education activities designed to encourage Historically Underutilized Business participation. (*Informational Item*)

Overview

Staff developed the attached plan to improve relationships and better promote procurement opportunities with Historically Underutilized Businesses (HUBs). Our expectation is that these efforts will encourage more HUB enterprises to submit proposals and thus increase the likelihood of HUBs being awarded contracts and/or subcontracts.

No formal Board action is required; however, your feedback is welcomed. We will continue to provide future updates on this matter.

Synopsis

The Board of Managers and staff are committed to further expanding Central Health's efforts to encourage and promote participation of HUBs in its procurement of contracts and subcontracts. In 2007, the Board of Managers approved a HUB Policy that states "it is the policy of Central Health to include HUBs in its procurement process and to provide equal opportunities for participation". Given the size of Central Health's budget and level of HUB eligible expenditures (\$601,892 in 2017) we have not participated in a HUB disparity study.

Central Health's future plans to expand health care services in East Travis County and other areas will likely increase construction and other eligible expenditures, which might attract additional HUB contractors. In preparation for these expenditures, the attached plan provides an overview of our current practices and strategies to improve outreach and engagement with HUB enterprises with the long term goal of increasing the number of HUB enterprises participating in Central Health's procurement solicitation process.

Action Requested

This item is informational; no Board action is required.



Enterprise Historically Underutilized Business (HUB) Participation, Engagement and Outreach Plan

Goal

The goal is to improve relationships with, and better promote procurement opportunities to, Historically Underutilized Businesses (HUBs). Our expectation is these efforts will encourage more HUBs to submit proposals and thus increase the likelihood of HUBs being awarded contracts and/or subcontracts.

Background

Given the size of Central Health's budget and level of HUB eligible expenditures (\$601,892 in 2017), Central Health chose not to participate in a HUB disparity study. Yet, the Board of Managers and staff are committed to further expanding Central Health's efforts to encourage and promote participation of HUBs in its procurement of contracts and subcontracts. In addition, we believe that future plans to expand health care services in Eastern Travis County will likely include an increase in construction and other eligible expenditures, which might attract additional HUBs. In preparation for these expenditures, the following plan provides an overview of our current practices and strategies to expand upon outreach and engagement with HUBs with the long term goal of increasing the number of HUBs participating in Central Health's procurement solicitation process.

Current practice:

In 2007, the Board of Managers approved a HUB Policy that states, "It is the policy of Central Health to include HUBs in its procurement process and to provide equal opportunities for participation." The Central Health Procurement department carries out this policy by advertising its solicitations in three (3) local newspapers with large circulation and by advertising such solicitations on Central Health's website, state procurement sites, and through direct communication to vendors who have expressed interest in being notified of solicitations.

Specifically, Central Health uses the following methods to encourage and promote HUB participation when procuring services and goods:

- BIDSYNC—The largest government bid notification system in the U.S.;
- Electronic State Business Daily (ESBD)—A website, <http://esbd.cpa.state.tx.us/>, used by state agencies and political subdivisions to post bid opportunities valued at \$25,000 or more;
- Central Health website;
- Advertises in traditional and minority media outlets, including the Austin-American Statesman, El Mundo (a Spanish-language newspaper), and The Villager (focuses on African-American businesses);
- Direct communication to vendors that have signed up to be notified of solicitations through the Central Health website; and



- HUB fairs.

Additionally, Central Health has implemented the following procedures:

- Requests that potential contractors report their HUB status;
- Includes language in its contracts that require awarded vendors to make an effort to employ HUBs as subcontractors; and
- The Procurement Department collaborates with the Communications and Community Engagement Department to update and standardize procurement messaging and materials to align with other Central Health Enterprise documents used in public engagement activities.

Even though our HUB eligible expenditures budget is much smaller when compared to the City of Austin and Travis County, Central Health's efforts have resulted in a greater percentage of HUB awards when compared to the percentage of awards made by the City and County.

Strategic activities

Below are other methods by which Central Health will continue to expand its engagement and outreach to encourage and promote participation of HUBs in its award of contracts and subcontracts.

Organizational alignment strategies:

- Incorporate HUB outreach into the broader Central Health Community Engagement Plan, and promote HUB opportunities at appropriate community events and appropriate times of the year in advance of upcoming solicitations;
- Continue to educate and train communications, community engagement, and government affairs staff on how HUB contractors can work with Central Health;
- Add potential HUB outreach activities to the internal 'Community Engagement/Communications Calendar';
- Expand the HUB vendor database; and
- Coordinate with relevant enterprise leadership to ensure coordination of marketing and outreach for upcoming solicitations, for example, on upcoming Eastern Travis County expansion efforts.

Partnership strategies:

- Expand engagement with local minority and women business chambers, minority and women trade associations, minority and women design professionals, and similar organizations to promote and increase HUB opportunities and participation;
- Schedule Project Briefings, Pre-Bid Meetings/Networking Sessions;
- When appropriate, present on Central Health's procurement process at minority/women chambers events and events hosted by similar organizations;
- Partner with the City of Austin and Travis County, and participate at their MBE/WBE events when there are pending solicitations;



- Explore options to promote Central Health’s HUB opportunities at events hosted by other governmental entities; and
- Schedule potential HUB stakeholder community listening sessions in an effort to seek out ways to improve HUB communications and participation.

Media strategies:

- Advertise with local minority and women business chambers, minority and women trade associations, and minority and women design professionals publications and/or membership newsletters to increase the visibility of HUB opportunities;
- Continuously review Central Health’s Purchasing website to ensure it is user-friendly and contains up to date information. Create a direct link from the Central Health homepage to “Doing Business with Central Health / Open Procurements” to simplify accessing Bid information. Promote awareness of the website.

Other strategies:

- Small HUB capacity building – direct potential bidders to capacity building resources that will improve their chances of submitting winning bids;
- Continuously assess effectiveness of Central Health’s HUB participation strategies; and
- Identify opportunities to increase BidSync enrollment by local HUB organizations.

Central Health remains committed to improving participation in its procurement process by HUBs. Historical reporting and additional information can be found on Central Health’s website.



**CENTRAL
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BUDGET & FINANCE COMMITTEE MEETING

November 14, 2018

AGENDA ITEM 2

Discuss an update on the expansion of the Central Health Premium Assistance Program related to Ideal Care offered by Sendero Health Plans, Inc.¹



MEMORANDUM

To: Central Health Board of Managers
CC: Mike Geeslin, President and CEO, Central Health
Wesley Durkalski, President and CEO, Sendero Health Plans
From: Stephanie Lee McDonald, Chief of Staff
Date: November 9, 2018
Re: Item Number 2: Discuss an update on the expansion of the Central Health Premium Assistance Program related to Ideal Care offered by Sendero Health Plans, Inc. -
INFORMATIONAL ITEM

Below is an update on outreach efforts current as of November 8, 2018 for eligible Medical Assistance Program (MAP) and Sliding Fee Scale (SFS) members for the Central Health Assistance Program Expansion (CHAP) with IdealCare by Sendero.

As you may recall, outreach efforts include phone calls to over 500 eligible individuals and a mailer to over 400 in this initial group (addresses were not available for all and 105 individuals were identified as MAP Homeless).

Outreach Efforts as of November 8, 2018

Phone Calls to initial eligible population (federally determined risk scores 15 or greater)

- **Individuals Contacted = 258**
 - Appointments Scheduled-136
 - No Shows- 43 (15 rescheduled)
 - Ineligible-17*
 - Interested but has barriers-13
 - Not Interested in program-34
 - Prefers MAP/SFS- 22
 - Will review mailer, talk with family and call back-20
 - Will call Sendero directly-38
- **Individuals with contact attempts stopped- 149** (no longer eligible, no phone number or wrong number)
- **Individuals CHAP is still attempting to contact- 114**
 - 104 Need 3rd call attempt
 - 10 Need 4th call attempt

** Members are ineligible if they are eligible for another coverage program including Medicare or Medicaid*



Sendero Appointment Status as of Nov. 8, 2018

- **111 face to face appointments***
 - **100 Completed an Application**
 - Average Risk Score- 26.61
 - Average Monthly Premium \$1,180
 - Estimated FY19 Cost to Central Health- \$1,061,511
 - **5 Declined** (1 no longer eligible)
 - **6 Undecided** (2 no longer eligible)

**Sendero database list 114 seen, 2 are not eligible for CHAP (spouse enrolled). 1 person not yet entered into Central Health database*

Central Health is working with the Community Care Collaborative data and analytics team to identify eligible members with a risk score above twelve. Contact to this group will begin the week of November 12. We will continue to update the Central Health Board of Managers as open enrollment progresses.

Should you have any questions, please do not hesitate to contact me.



**CENTRAL
HEALTH**

BUDGET & FINANCE COMMITTEE MEETING

November 14, 2018

AGENDA ITEM 3

Discuss and take appropriate action on the 1115 Medicaid Waiver, Delivery System Reform Incentive Payment (DSRIP) projects, the Community Care Collaborative, including health care delivery arrangements, and other related community partnerships.¹



**CENTRAL
HEALTH**

BUDGET & FINANCE COMMITTEE MEETING

November 14, 2018

AGENDA ITEM 4

Discuss the relocation of the Blackstock Family Health Center to the Central Health Southeast Health and Wellness Center and the impact such relocation will have on redevelopment of the Central Health Downtown Campus.

MEMORANDUM

To: Central Health Budget & Finance Committee
From: Steven Lamp, Vice President – Real Estate & Facilities
CC: Mike Geeslin, President and CEO
Date: November 14, 2018
Reference: Agenda Item 4
Discuss the relocation of the Blackstock Family Health Center to the Central Health Southeast Health and Wellness Center and the impact such relocation will have on redevelopment of the Central Health Downtown Campus. (*Informational Item*)

Overview:

Blackstock Family Health Center (“Blackstock”) will be relocated from the Professional Office Building (“POB”) on Central Health’s Downtown Campus to the Southeast Health and Wellness Center (SEHWC). Blackstock provides family based health services and supports the Council for Graduate Medical Education (ACGME) accredited Family Medicine Residency Program operated by Seton Healthcare Family (Seton). Blackstock is operated by CommUnity Care (CUC) and currently occupies the 1st floor of the POB. Relocation of Blackstock will allow CUC to continue providing services and supporting the Residency Program and make Block 164 available to the 2033 Fund for demolition and subsequent redevelopment.

Synopsis:

Central Health’s Board of Managers approved and executed a Ground Lease Agreement (G/L) with The 2033 LP (now the 2033 Fund) effective July 12, 2018 for Blocks 164 and 167 of the Downtown Campus. Relocation of Blackstock allows Central Health to transfer Block 164 to the 2033 Fund for demolition and redevelopment. Transfer of Block 164 also triggers payment of rent within 30 days after Central Health (Landlord) makes Block 164 available for demolition and redevelopment. The G/L requires the 2033 Fund to pre-pay 3 years rent, in amount of \$1,830,000.

In order to support Blackstock’s relocation and to maintain accreditation by ACGME, various areas within SEHWC will be shifted and/or renovated. Central Health planning, design, and construction efforts for Blackstock have been a combined effort with the CommUnityCare Convenient Care Center (ConvCare) also to be constructed at SEHWC. As the ConvCare project is HRSA-grant funded, CUC performed procurement ((IFB) 2018-009-03) to simplify HRSA grant compliance and reporting. CUC will hold the construction contract and Central Health will manage the projects.

Action Requested:

This item is informational and no action is requested.

Fiscal Impact:

Blackstock Relocation Project funds are included in Central Health’s FY-19 capital budget..



**CENTRAL
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BUDGET & FINANCE COMMITTEE MEETING

November 14, 2018

AGENDA ITEM 5

Discuss and take appropriate action on Central Health owned property, including the Downtown Campus and adjacent properties.¹



**CENTRAL
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BUDGET & FINANCE COMMITTEE MEETING

November 14, 2018

AGENDA ITEM 6

Confirm the next regular Committee meeting date, time, and location.