## COMMUNITY HEALTH COVERAGE AGREEMENT:

(OUTREACH, ENROLLMENT, RETENTION, AND UTILIZATION SERVICES)

Amendment No. 6

| THIS AMENDMENT is made and entered |
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by and between
COUNTY OF LOS ANGELES (hereafter "County"),
and
CITY OF LONG BEACH DEPARTMENT OF HEALTH AND HUMAN SERVICES (hereafter "Contractor").

WHEREAS, reference is made to that certain document entitled ""COMMUNITY HEALTH COVERAGE AGREEMENT: (OUTREACH, ENROLLMENT, RETENTION, AND UTILIZATION SERVICES)", dated July 1, 2003 and further identified as Agreement No. H-300266, and any Amendments thereto (all hereafter "Agreement"); and

WHEREAS, it is the intent of the parties hereto to amend Agreement to extend the term for a period of one year, effective July 1, 2012 through June 30, 2013; and WHEREAS, said Agreement provides that changes may be made in the form of a written amendment which is formally approved and executed by the parties; and

WHEREAS, the Amendment Format has been approved by County Counsel.
NOW, THEREFORE, the parties hereto agree as follows:

1. This Amendment shall be effective July 1, 2012.
2. Paragraph 1, TERM, first subparagraph, shall be revised to read as follows:
"1. TERM: This Agreement shall be effective July 1, 2003, and shall continue, unless sooner terminated or canceled, in full force and effect through June 30, 2013. This Agreement may be terminated, with or without cause, by Contractor upon giving of at least thirty (30) calendar days advance written notice to County. County may terminate this Agreement in accordance with the TERMINATION Paragraphs of the ADDITIONAL PROVISIONS hereunder. "
3. Paragraph 2, DESCRIPTION OF SERVICES, Subparagraph $A$, shall be revised to read as follows:
"A. Contractor shall provide the services described in body of this Agreement and in Exhibit(s) A-1, B-2 through B-5, C-6, D-7, E-8, F-9, and G-10 (Scope of Works) and Schedule(s) 1-10 incorporated herein by reference."
4. Paragraph 3, MAXIMUM OBLIGATION OF COUNTY, Subparagraph E shall be added to read as follows:
"E. During the period of July 1, 2012 through June 30, 2013, the maximum obligation of County for all services provided under this Agreement shall not exceed One Hundred Sixty Thousand, Four Hundred Sixty-Seven Dollars $(\$ 160,467)$. Funding for these services is 100 percent grant funded. Should the funding for this Agreement be reduced by grantor, the Director, at his discretion, may unilaterally reduce the maximum obligation of the Agreement in an amount in relation to the grantor's funding reduction, or instruct Contractor to immediately
relation to the grantor's funding reduction, or instruct Contractor to immediately stop work under this Agreement."
5. Paragraph 4, FUNDING/SERVICES ADJUSTMENTS AND REALLOCATIONS shall be revised to read as follows:

## "4. FUNDING/SERVICES ADJUSTMENTS AND REALLOCATIONS:

A. Upon Director's specific written approval, County may increase or decrease the funding or reallocate funds to an Exhibit, Attachment, Schedule and/or Budget category in this Agreement where such funds can be more effectively used by Contractor, up to twenty-five percent (25\%) above or below each term's annual base maximum obligation and make corresponding service adjustments, as necessary, based on the following: (1) if additional monies are available from federal, State, or County funding sources; (2) if a reduction of monies occur from federal, State, or County funding sources; and/or (3) if County determines from reviewing Contractor's records of service delivery and billings to County that a significant underutilization of funds provided under this Agreement will occur over its term.

All funding adjustments and reallocation as allowed under this Paragraph may be effective upon amendment execution or at the beginning of the applicable contract term, to the extent allowed by the funding source, following the provision of written notice from Director, or his/her designee, to Contractor. Reallocation of funds in excess of the aforementioned amount shall be approved by County's Board of Supervisors. Any change to the

County maximum obligation or reallocation of funds to an Exhibit, Attachment, Schedule and/or Budget category in this Agreement shall be effectuated by an amendment to this Agreement pursuant to the ALTERATION OF TERMS Paragraph of this Agreement.
B. County and Contractor shall review Contractor's expenditures and commitments to utilize any funds, which are specified in this Agreement for the services hereunder and which are subject to time limitations as determined by Director, midway through each County fiscal year during the term of this Agreement, midway through the applicable time limitation period for such funds if such period is less than a County fiscal year, and/or at any other time or times during each County fiscal year as determined by Director. At least fifteen (15) calendar days prior to each such review, Contractor shall provide Director with a current update of all of Contractor's expenditures and commitments of such funds during such fiscal year or other applicable time period."
6. Paragraph 10, GENERAL PROVISIONS FOR ALL INSURANCE

COVERAGES, Subparagraphs $C$ and $E$ shall be revised to read as follows:
"C. Cancellation of or Changes in Insurance: Contractor shall provide County with, or Contractor's insurance policies shall contain a provision that County shall receive, written notice of cancellation or any change in Required Insurance, including insurer, limits of coverage, term of coverage or policy period. The written notice shall be provided to County at least ten (10) days in advance of
cancellation for non-payment of premium and thirty (30) days in advance for any other cancellation or policy change. Failure to provide written notice of cancellation or any change in Required Insurance may constitute a material breach of Agreement, in the sole discretion of the County, upon which the County may suspend or terminate this Contract."
"E. Failure to Maintain Insurance: Contractor's failure to maintain or to provide acceptable evidence that it maintains the Required Insurance shall constitute a material breach of Agreement, upon which County immediately may withhold payments due to Contractor, and/or suspend or terminate this Agreement. County, at its sole discretion, may obtain damages from Contractor resulting from said breach. Alternatively, the County may purchase the Required Insurance, and without further notice to Contractor, deduct the premium cost from sums due to Contractor or pursue Contractor reimbursement."
7. Paragraph 17, COUNTY'S QUALITY ASSURANCE PLAN of the ADDITIONAL PROVISIONS shall be revised to read as follows:

## "17. COUNTY'S QUALITY ASSURANCE PLAN:

County or its agent will evaluate Contractor's performance under this Agreement on not less than an annual basis. Such evaluation will include assessing Contractor's compliance with all contract terms and performance standards. Contractor deficiencies which County determines are severe or continuing and that may place performance of this Agreement in jeopardy if not corrected will be reported to the Board of Supervisors. The report will include improvement/corrective action
measures taken by County and Contractor. If improvement does not occur consistent with the corrective action measures, County may terminate this Agreement or impose other penalties as specified in this Agreement.

The County maintains databases that track/monitor Contractor performance history. Information entered into such databases maybe used for a variety of purposes, including determining whether County will exercise a contract term extension option."
8. Effective on the date of this Amendment, Exhibit F-10 and Schedule 10 shall be attached hereto and incorporated herein by reference.
9. Except for the changes set forth herein above, Agreement shall not be changed in any respect by this Amendment.

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IN WITNESS WHEREOF, the Board of Supervisors of the County of Los Angeles
has caused this Amendment to be subscribed by its Director of Public Health, and Contractor has caused this Amendment to be subscribed in its behalf by its duly Authorized officer, the day, month, and year first above written.


Jonathan E. Fielding, M.D. M.P.H.
Director and Health Officer
CITY OF LONG BEACH DEPARTMENT OF HEALTH AND HUMAN SERVICES


Title $\frac{\text { City } M_{\text {an a ge }}}{\text { (AFFIX CORPORATE SEAL) }}$
APPROVED AS TO FORM
BY THE OFFICE OF THE COUNTY COUNSEL
JOHN F. KRATTLI
County Counsel
APPROVED AS TO CONTRACT
ADMINISTRATION:
Department of Public Health

\#02155
SCOPE OF WORK
Community Health Coverage Agreement: (Outreach, Enrollment, Utilization, and Retention Services) FISCAL YEAR 2012-2013
Goal: To increase access to health care by assisting children and their families in Los Angeles County to enroll in health coverage programs and utilize and retain these benefits.

Community Health Coverage Agreement: (Outreach, Enrollment, Utilization, and Retention Services) SCOPE OF WORK
Goal: To increase access to health care by assisting children and their families in Los Angeles County to enroll in health coverage programs and utilize and retain these benefits.

| MEASURABLE OBJECTIVE(S) | IMPLEMENTATION ACTIVITIES | TIMELINE | METHOD(S) OF EVALUATING OBJECTIVE(S) AND DOCUMENTATION |
| :---: | :---: | :---: | :---: |
| * Service Planning Area(s) must be specified <br> 2.1 June 30, 2013, Contractor will have completed applications for a minimum of 800 clients in the City of Long Beach for Medi-Cal, Healthy Families and other no/low cost plans. Contractor will also provide clients with referrals to appropriate health programs or health agencies. <br> "Completed applications" is defined as assisting clients to fill out health insurance applications lineby-line, through inperson or telephone assistance. It may also be defined as providing in-depth assistance (troubleshooting) toward facilitating enrollments forclients whose applications were completed by another agency or DPSS. <br> "Referrals" are defined as referring clients in person or by telephone for services to other health programs (i.e. CSPAP, CCS, PPP/DPH, early detection programs, legal services for heath issues, etc.). A referral must include an explanation of the program and eligibility screening of the client if the program has eligibility requirements. Does not include referrals for shelter, child-care, or other non-direct health needs. | 2.1a Develop, or review and revise, enrollment protocol. Submit to DPH for approval. <br> 2.1b Conduct enrollment activities utilizing DPH approved client intake form. <br> 2.1c Enter data from DPH approved forms into CHO data system utilizing appropriate codes. <br> 2.1d Develop, or review and revise, referral protocol and submit to DPH for approval. <br> 2.1e Screen and refer clients for appropriate services. Document referral information with appropriate codes on client intake form or appropriate DPH approved forms. | 8/1/12ongoing <br> 7/1/12ongoing <br> 7/1/12ongoing <br> 7/1/12ongoing <br> 7/1/12ongoing | 2.1a DPH letters of approval and materials will be on file. <br> 2.1b Completed materials (i.e. client intake and enrollment documents) will be kept on file and number of participants documented in monthly reports to DPH. Printed documents of electronically submitted applications will be made available upon DPH request. <br> 2.1c For monthly reports, DPH data system will be queried to generate number of applications submitted. <br> 2.1d DPH letters of approval on file. <br> 2.1e Maintain client intake forms with services/program referral information. |

Goal: To increase access to health care by assisting children and their families in Los Angeles County to enroll in health coverage programs and utilize and retain these benefits.
Note: All materials listed under implementation activities and documentation must be kept on file and available for random sampling and auditing by DPH.


> SCOPE OF WORK ent: (Outreach, Enrollment FISCAL YEAR 2012-2013

Community Health Coverage Agreement: (Outreach, Enrollment, Utilization, and Retention Services)

SCOPE OF WORK
ent: (Outreach, Enrollment, Utilization, and Retention Services)
FISCAL YEAR 2012-2013

Goal: To increase access to health care by assisting children and their families in Los Angeles County to enroll in health coverage programs and utilize and retain these benefits

| 3.2 By June 30, 2013, Contractor will offer utilization assistance at $4-6$ months to $70 \%$ of clients whose applications were assisted or facilitated by Contractor in Objective 2.1 and were confirmed enrolled <br> "Offer utilization assistance" is defined as attempting to contact $100 \%$ of clients and making successful contact with $70 \%$ of clients either in-person or by telephone to deermine whether benefits have been utilized. | 3.2a Conduct utilization assistance and document results on utilization forms using the appropriate codes. <br> 3.2b. Enter data from DPH approved utilization forms into DPH database. | 7/1/12ongoing <br> 7/1/12ongoing | 3.2a. Completed forms will be kept on file and number of participants will be documented in monthly reports to DPH. <br> 3.2b. DPH data system will be queried to generate number of clients offered utilization assistance at 4-6 months in monthly reports submitted to DPH. |
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SCOPE OF WORK
FISt: (Outreach, Enrollment, Utilization, and Retention Services)
FIAR 2012-2013

| MEASURABLE OBJECTIVE(S) |  | IMPLEMENTATION ACTIVITIES | timeline | METHOD(S) OF EVALUATING OBJECTIVE(S) AND DOCUMENTATION |
| :---: | :---: | :---: | :---: | :---: |
| 4.1 By June 30, 2013, Contractor will offer redetermination assistance at 11-12 months to $65 \%$ of clients whose applications were assisted or facilitated by Contractor in Objective 2.1 and were confirmed enrolled. <br> "Offer redetermination assistance" is defined as attempting to contact $100 \%$ of clients and making successful contact with $65 \%$ of clients either inperson or by telephone to determine whether redetermination assistance is desired. | 4.1a <br> 4.1b. <br> 4.1c. | Develop, or review and revise, redetermination protocol and submit to DPH for approval. <br> Conduct redetermination assistance and document results on redetermination forms using the appropriate codes. <br> Enter data from DPH approved redetermination forms into CHOI database. | 8/1/12ongoing <br> 7/1/12ongoing <br> 7/1/12ongoing | 4.1a Letter(s) of DPH approval and materials will be kept on file. <br> 4.1b. Completed forms will be kept on file and number of participants will be documented in monthly reports to DPH via database. <br> 4.1c. CHO data system will be queried to generate number of clients offered redetermination assistance at 11-12 months in monthly reports submitted to DPH. |
| 4.2 By June 30, 2013, Contractor will provide redetermination assistance to clients who submitted their original application elsewhere, but have requested redetermination assistance from Contractor. <br> "Provide redetermination assistance" is defined as helping clients to complete health insurance re-certification paperwork. | $\begin{aligned} & 4.2 \mathrm{a} \\ & 4.2 \mathrm{~b} \end{aligned}$ | Conduct redetermination assistance and document on DPH approved Intake Form into DPH web-based data system. <br> Enter data from CHOI approved Intake Form into CHOl web-based data system. | 7/1/12ongoing <br> 7/1/12ongoing | 4.2a Completed forms will be kept on file. <br> 4.2b CHOI data system will be queried to generate number of "non-agency" clients receiving redetermination assistance in monthly reports submitted to DPH. |

N EXHIBIT G-10
SCOPE OF WORK fist: (Outreach, Enrolime
Community Health Coverage Agreement: (Outreach, Enrollment, Utilization, and Retention Services)
Goal: To increase access to health care by assisting children and their families in Los Angeles County to enroll in health coverage programs and utilize and retain these benefits.

| 5.1 By June 30, 2013, Contractor will have a minimum of $65 \%$ retention rate at 14 months for a sample of clients who submitted applications and were confirmed enrolled (Objective 2.1) <br> "Retention rate" is defined as the number of clients who are still enrolled 14 months after submission of application. "Sample" is defined as a subset of clients who applied over a one-month period (month to be determined by DPH) who are contacted by Contractor 14 months later to determine enroliment status. | 5.1a 5.1b | Develop, or review and revise, retention protocol. Submit to DPH for approval <br> Conduct retention activities and document results on retention verification documents. <br> Submit data from retention verification documents to DPH. | 8/1/12 ongoing <br> DPH will determine the date to conduct the 14month Retention Survey | 5.1a Letters of DPH approved materials will be kept on file. <br> 5.1b Completed retention verification document will be kept on file and results submitted to DPH as required. <br> 5.1c DPH will compute contractor retention rate and report summary of results to Contractor. |
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| MEASURABLE OBJECTIVE(S) | IMPLEMENTATION ACTIVITIES | TIMELINE | METHOD(S) OF EVALUATING OBJECTIVE(S) AND DOCUMENTATION |
| :---: | :---: | :---: | :---: |
| 6.1 By June 30, 2013, Contractor will enter data on program participants into CHOI web-based data system to monitor, facilitate, and evaluate health insurance enrollment and retention. <br> "Enter data" is defined as directly entering required data elements into the DPH web-based data system available to all contractors. | 6.1a Contractor will install any necessary computer hardware or software in order to access the Internet. <br> 6.1b Ensure that appropriate staff is trained on data entry. <br> 6.1c Enter data into CHOI web-based data system. <br> 6.1d Run monthly report and send signed copy to DPH. | 7/1/12ongoing <br> 7/1/12ongoing <br> 7/1/12ongoing <br> 7/1/12ongoing | 6.1a Contractor will demonstrate the ability to access the Internet. <br> 6.1b Documentation of training and issuance of username and password for data input. <br> 6.1c CHOL Database <br> 6.1d Maintain copies of signed monthly reports on file. |
| 7.1 By June 30, 2013, Contractor will ensure that $100 \%$ of enrollment staff, including staff at subcontracting agencies, is fully trained to provide outreach, enrollment, utilization and retention services. <br> "Fully trained" is defined as participation in DPH required and approved trainings and any pertinent programmatic updates for staff providing services. Additional DPH process trainings (e.g., DPH forms | 7.1a Attend all required DPH approved trainings. A list of required trainings will be provided to Contractors by DPH. | 7/1/12ongoing | 7.1a Maintain certificates of attendance in employee files. Document names of new staff attending the required trainings in the monthly report to DPH. |

EXHIBIT G-10
Community Health Coverage Agreement: (Outreach, Enrollment, Utilization, and Retention Services) FISCAL YEAR 2012-2013

Goal: To increase access to health care by assisting children and their families in Los Angeles County to enroll in health coverage programs and utilize and retain these benefits.

| and data system updates) may be required as necessary. |  |  |  |
| :---: | :---: | :---: | :---: |
| 8.1 By June 30, 2013, Contractor will participate in a minimum of $80 \%$ of the convened monthly contractor meetings. <br> "Participate" is defined as attendance by at least one representative from the contracting agency. | 8.1a Attend Contractors' monthly meetings. | 7/1/12ongoing | 8.1a Document names of individuals attending monthly Contractor meeting in monthly reports to DPH. |


| MEASURABLE OBJECTIVE(S) | IMPLEMENTATION ACTIVITIES | timeline | METHOD(S) OF EVALUATING OBJECTIVE(S) AND DOCUMENTATION |
| :---: | :---: | :---: | :---: |
| 9.1 By June 30, 2013, Contractor and subcontractor will support, implement, and participate in $100 \%$ of the outreach, enrollment, utilization, and retention required evaluation activities including assisting in routine and/or piloted data and tracking projects related to the CHOI data system | 9.1a Contractor and subcontractor staff shall work with DPH for compilation of data, review of outreach efforts, and tracking subcontractors' activities and special projects. | 7/1/12ongoing | 9.1a Maintain all materials/tools, records of workload reports, enroliment figures and data on file. |
| 10.1By June 30, 2013, Contractor will conduct 110\% of Quality Improvement Plan (QIP) Activities | 11.1a Develop, or review and revise, a QIP describing a process for ensuring continual progress toward measurable objectives, client satisfaction, and success of outreach, enrollment, utilization, and retention services. <br> 11.1b Conduct QIP activities. | 8/1/12ongoing <br> 7/1/12ongoing | 11.1a Submit QIP to DPH for approval. Letter of QIP approval will be maintained on file. <br> 11.1b Document QIP activities in monthly reports to DPH. |

SCOPE OF WORK
ent: (Outreach, Enrollment, Utilization, and Retention Services)
FISCAL YEAR 2012-2013



## SCHEDULE 10

## CITY OF LONG BEACH DEPT. OF HEALTH \& HUMAN SERVICES COMMUNITY HEALTH COVERAGE AGREEMENT: <br> OUTREACH, ENROLIMENT, UTILIZATION AND RETENTION SERVICES

Budget Period

July 1, 2012
through
June 30, 2013

| Full-Time Salaries | $\$ 101,964$ |
| :---: | :---: |
| Employee Benefits @ 40\% | $\$ 40,786$ |
| Total Full-Time Salaries and Employee Benefits | \$ 142,750 |
| Part-Time Salaries | \$ 0 |
| Employee Benefits @0 | \$ 0 |
| Total Part-Time Salaries and Employee Benefits | \$ 0 |
| Total Salaries and Employee Benefits | \$142,750 |
| Operating Expenses | \$ 2,788 |
| Equipment | \$ 4,732 |
| Rent | $\$ \quad 0$ |
| Subcontracts | $\$ 0$ |
| Indirect Cost @ 10\% of Salaries | \$ 10,197 |
| TOTAL PROGRAM BUDGET | \$160,467 |
| During the term of this Agreement, any variation to budget must have prior written approval of the Depa Health Services Director or his designee. Funds shal utilized for eligible program expenses. | above <br> of <br> nly be |

