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December 27, 2019

The Honorable Board of Supervisors
Administration Building
1221 Oak Street
Oakland, CA 94612

Dear Board Members:

SUBJECT: APPROVE FISCAL YEAR 2020 SERVICES-AS-NEEDED PROCUREMENT CONTRACTS WITH CIELO HOUSE AND CASTLEWOOD WEST, LLC TO PROVIDE EATING DISORDER TREATMENT SERVICES

RECOMMENDATIONS

- A. Approve two new Services-As-Needed (SAN) Agreements to provide eating disorder treatment services and to be added to the existing pool of 23 SAN specialty mental health providers (Master Contract No. 000001), for the period of 1/1/20 – 6/30/20 and increasing the in the pooled amount from \$6,256,797 to \$6,569,636 (an increase of \$312,839):
- i. Cielo House (Principal: Jamie Lopez; Location: Burlingame; Procurement Contract No. 19130);
 - ii. Castlewood West, LLC dba Aslana (Principal: Jennifer Steiner; Location: St. Louis, Missouri; Procurement Contract No. 19388); and
- B. Delegate authority to the Agency Director or designee to execute the agreement subject to review and approval as to form by County Counsel and submit to the Clerk of the Board an executed copy of the contract for filing.

DISCUSSION/SUMMARY

Alameda County Behavioral Health (ACBH) is requesting approval of two new Services-as-Needed (SAN) contracts with Cielo House and Castlewood West, LLC (Castlewood West) dba Aslana to provide intensive outpatient treatment (IOT), partial hospitalization (PHP), and residential treatment specifically tailored to the needs of adolescents and adults with serious eating disorders (EDs). Clients referred to Castlewood West will be placed in their residential treatment center located in Pacific Grove, CA.

EDs are prevalent across all demographics. At least 30 million individuals of all ages, gender identifications, sexual orientations, and races/ethnicities suffer from EDs in the United States. Clinical managers in ACBH have received an increasing flow of client referrals with serious EDs and assessed a higher demand for a range of ED treatment modalities, including IOT, PHP, and residential treatment. Specifically, ACBH has served 137 unique clients with eating issues in Fiscal Year (FY) 2016-17, 163 clients in FY 2017-18, and 243 clients in FY 2018-19.

To address the emerging need most effectively while preventing re-hospitalization and higher system costs for clients with co-occurring ED and mental health, physical health, and/or substance use disorders issues, ACBH is recommending contracting with the aforementioned providers to offer additional treatment options for individuals experiencing ED and whose needs cannot be managed within current ED programs within ACBH's existing provider network.

Since the number of clients and level of services will likely vary over time, predetermined funding allocations are not assigned to these contracts. The contracts are fee-for-service and will be utilized on a SAN basis like the other contracts within the existing SAN pool for specialized mental health services. Your Board has traditionally approved these SAN contracts on an annual basis to provide ongoing care for ACBH clients who need these services, most recently on June 4, 2019 for the existing 23 specialty mental health service providers in the areas of eating disorder treatment, residential group home care, mental health treatment, and acute psychiatric inpatient care (Item No. 9).

SELECTION CRITERIA

Your Board approved Fiscal Year 2020 SAN Contracts allowing 23 providers to continue to provide specialized mental health services on June 4, 2019 (Item No.9).

ACBH released Request for Pre-Qualification (RFPQ) No. 19-06 on May 6, 2018 to create a vendor pool of qualified bidders to provide Eating Disorder Treatment Services through Services as Needed (SAN) contracts. The RFPQ was advertised for 30 days using the General Services Agency (GSA) advertising guideline by posting on the ACBH and GSA websites. In addition, a courtesy email was sent to ACBH's contracted providers and other ACBH contacts via existing email distribution lists.

Only two bids for services were received. ACBH staff conducted a review of the bidder minimum qualifications which the two bidders met. The table below summarizes the results of this RFPQ process to award SAN contracts to both bidders.

Bidder	Certified, Small, Local or Emerging
Cielo House	No
Castlewood West	No

The bidders were notified via email and certified mail of ACBH's recommendation on July 5, 2019. No bid protest was received. Both bidders are not located in Alameda County and are not eligible to participate in the Small, Local Emerging Business (SLEB) program. General Services Agency issued SLEB waivers for Cielo House (No. 18558) and Castlewood West (No. 18559), both valid through 6/30/20.

FINANCING

Appropriations for these two contracts and the existing 23 specialty mental health providers in the SAN pool are fully offset by 1991 Realignment, 2011 Realignment, and County General Funds already included in the FY 19-20 ACBH approved budget. Approval of these recommendations will have no impact on net County cost.

VISION 2026 GOAL

The provision of eating disorder treatment services meets the 10x goal pathway of **Healthcare for All** in support of the shared vision of a **Thriving and Resilient Population**.

Sincerely,

DocuSigned by:

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Colleen Chawla, Director
Health Care Services Agency

CC/RML/nc/nt