

THE BOARD OF SUPERVISORS OF THE COUNTY OF STANISLAUS  
ACTION AGENDA SUMMARY

DEPT: HEALTH SERVICES AGENCY  
Urgent \_\_\_\_\_ Routine X  
CEO Concurs with Recommendation YES pk NO \_\_\_\_\_  
(Information Attached)

BOARD AGENDA # \*B-3  
AGENDA DATE August 7, 2001  
4/5 Vote Required YES \_\_\_\_\_ NO ✓

SUBJECT: APPROVAL OF THE HEALTHY FAMILIES PROGRAM RURAL HEALTH DEMONSTRATION PROJECT GRANT THROUGH BLUE CROSS OF CALIFORNIA (#BCC-GA-07).

- STAFF RECOMMENDATIONS:
1. APPROVAL OF THE HEALTHY FAMILIES PROGRAM RURAL HEALTH DEMONSTRATION PROJECT GRANT THROUGH BLUE CROSS OF CALIFORNIA (#BCC-GA-07).
  2. AUTHORIZE HEALTH SERVICES AGENCY MANAGING DIRECTOR OR HER DESIGNEE TO SIGN AND EXECUTE THE LETTER OF AGREEMENT.

FISCAL IMPACT: For Fiscal Year 2002 (July 2001-June 2002), the project grant of \$56,950, will offset cost of staff and equipment. This amount was budgeted in the preliminary FY 2002 expense budget.

BOARD ACTION AS FOLLOWS:

No. 2001-586

On motion of Supervisor Blom, Seconded by Supervisor Caruso  
and approved by the following vote,  
Ayes: Supervisors: Mayfield, Blom, Simon, Caruso, and Chair Paul  
Noes: Supervisors: None  
Excused or Absent: Supervisors: None  
Abstaining: Supervisor: None

- 1) X Approved as recommended
- 2) \_\_\_\_\_ Denied
- 3) \_\_\_\_\_ Approved as amended

MOTION:

ATTEST: CHRISTINE FERRARO TALLMAN, Clerk By: Christine Ferraro Deputy

File No.

APPROVAL OF THE HEALTH FAMILIES PROGRAM RURAL HEALTH  
DEMONSTRATION PROJECT GRANT THROUGH BLUE CROSS OF CALIFORNIA  
(#BCC-GA-07)  
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DISCUSSION: Blue Cross of California has received funds through the Managed Risk Medical Insurance Board (MRMIB) for projects to expand access to special populations and rural communities. MRMIB administers the Healthy Families Program. In recognition that access to specialty care continues to be limited for Healthy Families and Medi-Cal beneficiaries, the Health Services Agency (HSA) proposed a grant project to expand telemedicine services at the Agency's Hughson Medical Office.

The project is twofold in structure and designed to facilitate the goal of improving the health of the HSA's patient population and to decrease the disparity of access to specialty health care services for the Healthy Families and Medi-Cal populations of Stanislaus County. The project will assist the HSA in expanding access to specialty services for all Healthy Families and Medi-Cal beneficiaries in the County and enhance the current capacity and capability of the telemedicine operation at Hughson Medical Office.

The grant provides for the purchase of two new diagnostic scopes for the current telemedicine unit and offsets the cost of increasing staff time necessary to support growth of the Telemedicine program. The HSA's Hughson site is the most active in Blue Cross's telemedicine network. The Grant will fund the costs of .5 FTE RN Telemedicine Site Coordinator and .1 FTE Nurse Practitioner. This will allow the HSA to expand the hours of its current telemedicine Site Coordinator to support program growth. The Site Coordinator is responsible for the organization, coordination of consultations with specialists, presentation of cases in conjunction with other providers, and follow-up with patients and referring physicians after a telemedicine consultation is completed. The Nurse Practitioner will be involved in presentation of cases during specialty consultations. The addition of the two scopes, an ophthalmoscope and nasopharyngoscope, will expand the type of specialty services that will be accessible through the HSA's telemedicine service.

APPROVAL OF THE HEALTH FAMILIES PROGRAM RURAL HEALTH  
DEMONSTRATION PROJECT GRANT THROUGH BLUE CROSS OF CALIFORNIA  
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Policy Issue: Approval of this grant supports the Board priorities of Safe and  
Healthy Community and Community Leadership.

Staffing Impact: None.



Blue Cross of California  
State Sponsored Programs  
5151-A Camino Ruiz, CC-31  
Camarillo, CA 93012  
(805) 384-7405 John McLeod  
(805) 384-3134 Nicolette Worley

June, 2001

Kathy Kohrman  
Stanislaus County Health Services Agency - Hughson Medical Office  
2412 Third Street  
Hughson, CA 95326

Re: Healthy Families Program Rural Health Demonstration Project Grants ~~FY 2001/02~~  
Grant No. BCC-GA07

Dear Kathy Kohrman:

This letter is to confirm the agreement between Blue Cross of California ("Blue Cross") and Stanislaus County Health Services Agency - Hughson Medical Office ("Provider") with respect to the award by Blue Cross to Provider of funds in the amount of \$56,950 Dollars (Fifty-six thousand, and nine hundred fifty dollars) ("Funds"). The Funds are from a grant made by the California Managed Risk Medical Insurance Board ("MRMIB") on May 23, 2001 to Blue Cross for the purposes of increasing and improving the accessibility of health care services to "Special Populations members" (defined herein as children of seasonal or migrant agriculture or forestry/fishery workers, or children of Native Americans) and/or geographically rural residents enrolled in the Healthy Families Program.

In consideration of the Funds, Provider has agreed to the following:

1. It shall use the Funds exclusively for the purposes defined in Exhibit 1, grant proposal, attached and incorporated herein by reference.
2. The MRMIB contract period with Blue Cross is from July 1, 2001 through June 30, 2002, unless subsequently extended in writing by the MRMIB or Blue Cross.
3. For a period of one (1) year corresponding with the contract period, Provider shall submit to Blue Cross written comprehensive reports ("Quarterly Reports"), in a format dictated by Blue Cross, detailing its expenditure of the Funds and the resulting impact to patients. **The first report is due October 10, 2001**, reflective of the activity of the prior three month period (i.e., July - September, 2001), and subsequent reports shall be due every three (3) months thereafter on the **10<sup>th</sup> day of the month** (January 10, 2002, for October - December, 2001; April 10, 2002, for January - March, 2002, and July 10, 2002, for April - June, 2002). Provider shall provide Blue Cross with supporting documentation and details, as requested. Any extension in contract period shall require additional quarterly reports.

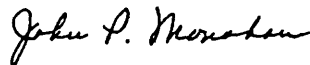
4. Blue Cross and/or the MRMIB may monitor Provider's operations to ensure the performance of Provider's obligations as set forth herein.
5. The MRMIB contract with Blue Cross requires that Blue Cross submit monthly statements for funds needed for the upcoming month's cash needs until the total lump sum has been expended. Therefore, Blue Cross has agreed to give Provider one-twelfth of the Funds within fifteen (15) days after Provider's written acknowledgement and agreement to the terms of this letter, or Blue Cross's receipt of Funds from MRMIB, whichever is later. Blue Cross further agrees to give Provider additional equal installments of the Funds during each of the following eleven (11) months, no later than fifteen (15) days after Blue Cross's receipt of Funds from MRMIB toward the goals outlined herein.

This payment schedule will be followed provided that Provider submits Quarterly Reports on the schedule outlined above, and displays adequate and satisfactory progress as determined by either the MRMIB or Blue Cross. Blue Cross may, however, withhold the balance of the Funds at any time if it reasonably determines that Provider has not complied with the terms herein.

This letter supersedes any previous agreement on this grant of Funds.

If you have any questions, please contact John McLeod, Sr. Business Development Specialist, or Nicolette Worley, Project Manager.

Sincerely,

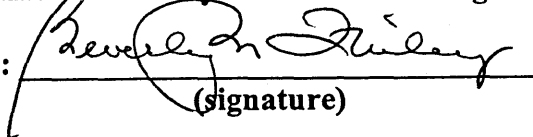


John P. Monahan  
General Manager

Attachment

Acknowledged and Agreed:

**Stanislaus County Health Services Agency - Hughson Medical Office**

By:   
(signature)

Name: Beverly M. Finley

Title: Managing Director, Health Services Agency

Date: 8-13-01

Phone No.: 209-558-7163

2001/02 RHDP	Geographic Access
2002/03 RHDP	Geographic Access
Participating Plan Name: Blue Cross of California	Project Number: BCC-GA07
Project Title: <i>Expand existing telemedicine capabilities through part-time Site Coordinator funding and additional medical devices.</i>	
Project Partner: <i>Stanislaus County Health Services Agency</i>	
Stanislaus County Health Services Agency is the umbrella for Stanislaus County Public Health Department and nine community clinics throughout the county. SCHSA has always been the Safety Net provider in Stanislaus County. Clinics are located in Empire, Hughson, Ceres, Turlock, Modesto (5) and a mobile clinic, the MOMobile. Stanislaus County HSA partners with Blue Cross of California to provide Medi-Cal and Healthy Families Program services in Stanislaus County, where Blue Cross of California is the Local Initiative for Medi-Cal. Stanislaus HSA clinics are on the Managed Risk Medical Insurance Board's Traditional & Safety Net Provider lists under both the CHDP and Clinic listings.	
Location: Hughson Medical Office 2412 Third Street Hughson, CA 95326	
Budget Request (FY01/02): \$62,645 (includes 10% Blue Cross administrative fee of \$5,695)	
<b>TOTAL BUDGET REQUESTED: \$62,645 (includes 10% Blue Cross administrative fee of \$5,695)</b>	

**Budget Detail:**

FY 2001-2002	RN Site Coordinator (.5 FTE)	\$25,854
	Nurse Practitioner (.1 FTE)	\$ 2,800
	Fringe Benefits (RN only)	\$18,805
	Ophthalmoscope	\$ 2,850
	Ophthalmoscope Battery	\$ 141
	Nasopharyngoscope	\$ 6,500
	<b>Total</b>	<b>\$56,950</b>

Rural area to be covered: Stanislaus County, city of Hughson (MSSA 214).

**Project Description:**

Hughson Medical Office proposes to facilitate the goal of improving the health of the target population and decrease the disparity of access to specialty health care by enhancing the current capacity and capability of their telemedicine operation. To implement these goals, Hughson Medical Office requires a part-time RN Site Coordinator and a part-time Nurse Practitioner. In addition, the purchase of diagnostic equipment will facilitate specialty consultations.

The implementation of an efficient telemedicine process requires a dedicated site coordinator that has adequate tools and equipment to support this program. Blue Cross of California has provided SCHSA with the core telemedicine equipment: Telemedicine computer and camera, basic ENT scope, hand held camera, and technical training and support. The additions of a Nasopharyngoscope and Ophthalmoscope will provide the tools necessary to expand access to additional specialty services.

**Provider's Need for Project:**

According to Federal migrant health agencies, Stanislaus County has approximately 28,000 migrant and seasonal agricultural workers laboring in the county.

The County's Health Services Agency Ambulatory Clinic System had over 244,700 patient encounters in fiscal year 2000. 11% of the population served (26,058 encounters) were Medically Indigent Adults as prescribed under Section 17000 of W & I Code; 51% of the population served were Medi-Cal (FFS and Managed Care – 125,489 encounters); and 12% of the population seen were for family planning service through Family PACT (29,360 encounters). Additionally, 7% of the patients served were (17,463 encounters) were rural health sliding scale, personal pay and other government programs; 8% of the patients served were Medicare (19,215 encounters); and 11% of the patients served were 3<sup>rd</sup> party insurance (27,178 encounters). It should be noted that the Health Services Agency provides health care services to over 60% of the Medi-Cal beneficiaries in the County.

SCHSA's Indigent Health Care Program for Medically Indigent Adults tracks enrollees by employment type. Between FY 1995 and FY 1999, annual enrollment from individuals who list agriculture as their source of employment ranged from 397 enrollees to 453 enrollees. These individuals receive all of their primary care and most specialty care within HSA's clinic system. A large number of seasonal cannery workers and food processing workers who may receive health benefits for a portion of the year and come onto the Indigent Health program rolls when unemployed are not included in these numbers.

Finally, targeted public health services are provided on a regular basis to this population. For over 10 years, the Agency has sent a HIV/ STD van to migrant labor camps during the growing season. The van provides screening for HIV and sexually transmitted diseases (STD), pregnancy testing and well child checks for children. As a member of the HIV Prevention and Community Planning coalition, the Agency is an active partner in education and outreach programs targeting monolingual Hispanics who are primarily agricultural workers. Initialed last year, this education and prevention project is now serving 5 sites within the county and is offering classes in parenting, domestic violence, sexuality and HIV/ STDs.

**Rural area need for project:**

Hughson Medical Office plays a unique role in the health of the rural population of Eastern Stanislaus County. A federally-designated Rural Health Clinic within a special populations HPSA, the clinic serves the under-served, and under-insured of a poor rural locale. The area lacks public transportation and a county system lacking in timely availability of specialist care.

Stanislaus County has a considerable number of seasonal and migrant farm workers and their dependents. Access to the medical office and availability of transportation is of primary concern. According to a 1995 health care needs assessment of the Hughson area, only sixty-eight percent (68%) of the respondents reported owning a private vehicle for transportation while eighteen percent (18%) relied on friends or family members for transportation to their health care visits. Over fifty percent (50%) of the population at Hughson Medical Office is Hispanic and thirty-three percent (33%) are age 20 or younger. Forty-five percent (45%) of this population relies on Medi-Cal for their health coverage. At present, access to nutrition counseling and mental health services is also limited.

**Number of HFP children enrolled in plan area to be served:**

As of March 9, 2001, Blue Cross of California had 4,020 HFP members in Stanislaus County, and is the CPP in Stanislaus County. SCHSA is one of our largest PCP's in both our HFP and Medi-Cal plans in Stanislaus County.

**Estimated number of children to be served by project:**

The potential number to be served is approximately 4,000 if all current enrollees use the service when clinically warranted.

This telemedicine site is our busiest from-scratch telemedicine site. It consistently has the most telemedicine referrals from any from-scratch site. (For more details, see Telemedicine Study.)

**Expected Outcomes:**

Expected outcomes from the project include:

- Improved access and timely intervention of care and health status for patients
- Move telemedicine operations towards self-sufficiency
- A decrease in the disparity of access to specialty health care for the under-served, Medi-Cal and Healthy Families populations served by the Hughson Medical Office
- Educating the patients and providers in the community and agency regarding the opportunity provided by telemedicine and the role it plays in a full spectrum of health care services to the target population
- A decrease the waiting time for clients for specialist consults to a minimum of 50% from the present appointment delays;
- An increased access to specialty services by reducing failed appointments for telemedicine specialty referrals by 25% over a 12 month period based on 2000 figures as a baseline
- Realizing the Hughson Medical Office goal of 65 telemedicine referrals per quarter by the end of year 2002, and 100 telemedicine referrals per quarter by the end of year 2003.

**Project Feasibility:**

Currently, SCHSA employs a part-time RN who serves as the Site Coordinator in addition to a clinical role in the facility. The duties for telemedicine alone now fill her half-time position. In order to expand services, additional Site Coordinator hours are necessary. Additionally, SCHSA contracts with Nurse Practitioners to provide clinical services. Several have expressed interest in expanding their contract hours to provide telemedicine services.



**Other:**

*Grant History:*

Stanislaus County Health Services Agency has previously received Rural Health Demonstration Project grants through the Managed Risk Medical Insurance Board.

<u>Fiscal Year</u>	<u>Grant No.</u>	<u>Amount</u>
2000-2001	BCCSP26	\$ 75,900
1998-1999	BCC30	\$ 56,592

*Provider Experience:*

The Health Services Agency clinics do not receive subsidy funding from the County General Fund and have lost over \$6 million in State and Federal funding annually since the closure of the County's inpatient acute hospital in 1997.