



Contracting Work Group Meeting Notes May 26, 2005

Meeting Purpose: This is a monthly forum, open to all County contractors, co-convened by SANDAN and the County of San Diego HHS Agency Contract Support, and includes representatives from Mental Health Contractors Assoc. and the ADS Providers Association. We seek to improve the County contracting system through the identification of a shared change agenda and co-creating solutions and responses – we do not address the specific contracting issues of individual contractors.

Meeting participants:

Jack Pelligrino, HHS ACS Director; Cathy Hopper, Clairemont Friendship Center; Michael Hawkey, MHS; Barbara Morton, ADSPA; Darla Trapp, Center for Community Solutions; Sharon Delphenich, Casa de Amaparo; Shirley Cole, North County Lifeline; Nancy Sherman, Harmonium; Leslie Hine-Rabichow, SANDAN

Meeting Notes:

- Contractors identified ongoing frustration and concern about the lack of consistency and coordination between program and contracting functions within HHS. Messages are contradictory at times and leave contractors at a loss about how to proceed with respect to contracting issues. Mental health and ADS were identified as most often in conflict – program vs contracting. Pertaining to one specific instance involving EPSDT, Jack agreed to set up a meeting with MH and the contractor to try to resolve the issues. Jack asked contractors to bring issues to him on a case by case basis.
- Contractor concern expressed that while they keep hearing message that everything is negotiable and it's all in the negotiation –reality belies that. Negotiation often can take 6 months or more, hold up program and payment, or not be possible in timeframes allowed, i.e. before contract renewals. Makes contractors nervous about performance based contracting – where so much appears to hinge on the ability to negotiate and renegotiate.
- Contributing factors to above 2 issues: Contractor perspective: some of it is systemic/structural and some is driven by individual personalities. The matrix structure for HHS contracting is difficult when there is not enough collaboration and partnership between program and contracting people to make it work smoothly. In days gone by contractors dealt with County staff that had both programmatic and contracting expertise and responsibility – it seemed to work better.
- Jack asked if everyone had received ACS's latest contractor survey. He will have Dominic send it to Leslie via email just in case.

- Leslie offered to meet with Jack around a survey that the County might fill out on its contractors – in general – how are San Diego contractors to work with, how well are they fulfilling their job/role/function, how does the County perceive its contractors? Leslie and Jack will meet in August to work on this.

NOTE CHANGE: The next meeting will be Thursday July 28th, 2005 2:30pm – 4:00pm at Mental Health Systems.

For Reference: Meeting Notes from April 28, 2005:

- Trustline follow up
 - Background checks required in all programs working with children – if you don't serve children but the requirement is in your contract, ask COTR to renegotiate the clause in your contract
 - Clarification: the allowability of felon hires under County contract is a contract defined issue not a County policy and must therefore be dealt with on a contract case by case basis
- A-122 Training
 - We need a good trainer for a nonprofit training on A-122 to follow up the one we did last year. Big audit firms might have someone locally. Several people offered ideas and names
 - Leslie will check to be sure A-122 is on the SANDAN website for reference
- Comparative contract chart
 - Jack will flesh this out
- PBC Summit
 - Word not gotten out – RSVP's are low – Jack and Leslie will do their respective email blasts; contractors will bring more than 2 people if they choose
- Contract Renewals
 - Contractors should be talking to their COTR's with respect to contract renewals and renegotiation
 - Contract negotiation can be done on an ongoing basis if contractor (County) feels something must change they can request a renegotiation meeting; involve Jack if no response
 - Contractors need to know how each County department is handling automatic contract renewals – what the process is. Jack will help define this
 - Jack will work with ADS and ADSPA around ADS residential contract renewals
 - Issues raised about domestic violence and senior nutrition contracts – can take up with Jack offline if needed but first deal with COTR in those areas.

Notes prepared by Leslie Hine-Rabichow, SANDAN

