



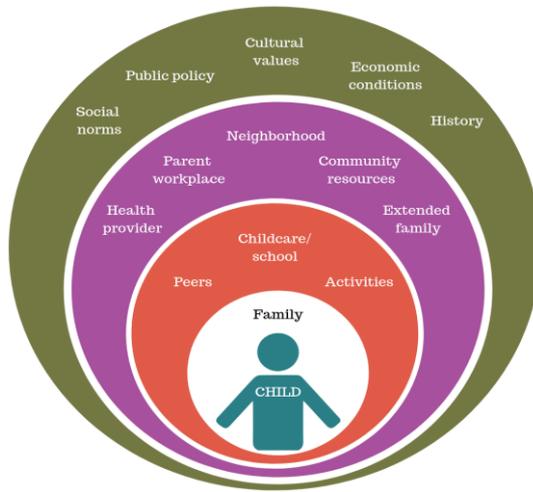
Strategic Plan Implementation Plan 2020-2025: Release of Funding Mechanisms

October 28, 2019



PREPARING CHILDREN FOR LIFELONG SUCCESS

Ecological Theory & The Social Determinants of Health



Recommendations for Approval

- Budget Allocation for SPIP strategies:
 - Resilient Families
 - Healthy Children
 - Early Care and Education

- Development and Release of Funding Mechanisms for procurement process for contracts **July 1, 2020** thru **June 2023** in these 3 focus areas.

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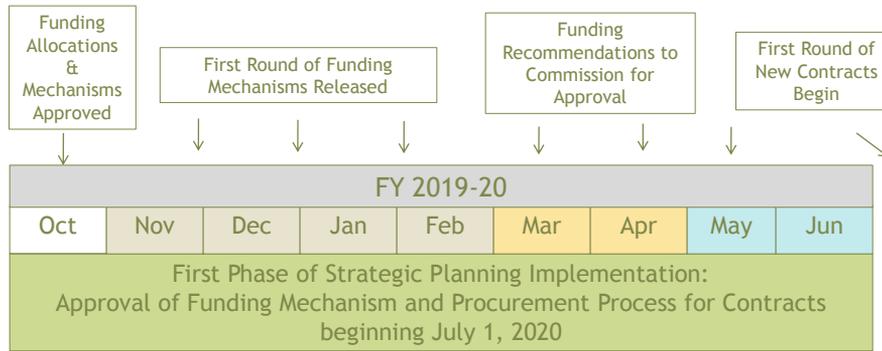
Considerations for 2020 - 2025 Strategic Plan

1. The contextual landscape at the local, state, and federal level
2. Investment across Focus Areas and Strategies
3. Needs Assessment and Evaluation Data
4. Sustainability
5. Relationship between systems-level interventions and direct services
6. Seeding innovative/emerging efforts
7. What is the highest value-add that F5SMC (and/or partners) can bring to 0 - 5 systems and services



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SPIP Timeline



- Funding Mechanisms:
- ❑ Request for Application (RFA)
 - ❑ Request for Proposal (RFP)
 - ❑ Request for Qualifications (RFQ)
 - ❑ Intent to Negotiate/Partner (ITN)
 - ❑ Sole Source



Resilient Families Allocations : \$3,180,000 total over 3 years

Strategies	FY 20-21	FY 21-22	FY 22-23	Funding Mechanism	Contract Date
Intensive Support for Families with Multiple Risk Factors	\$636,000	\$636,000	\$636,000	RFP- Released Simultaneously - flexibility between the allocations	July 1, 2020
Parent Connectivity	\$212,000	\$212,000	\$212,000		July 1, 2020
Family Engagement Capacity Building	\$212,000	\$212,000	\$212,000	RFP or RFQ	July 1, 2020
TOTAL	\$1,060,000	\$1,060,000	\$1,060,000		

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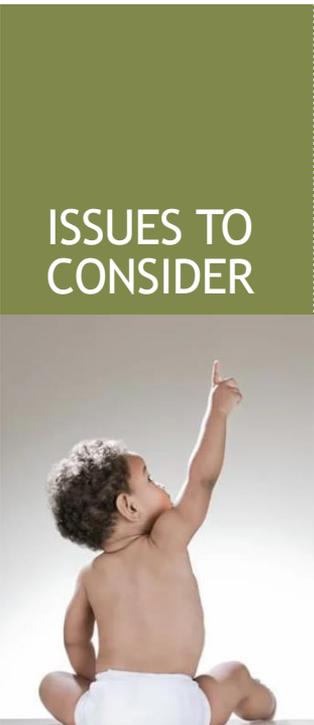
Healthy Children Allocations: \$3,180,000 total over 3 years

Strategies	Sub-Strategies	FY 20-21	FY 21-22	FY 22-23	Funding Mechanism	Contract Date
Oral Health Access & Utilization	Services and Systems	\$125,000	\$125,000	\$125,000	Sole Source & or Bid	July 1, 2020
Integrated Systems for Children w/ Special Needs and Their Families	Watch Me Grow/Help Me Grow Continuum	\$860,000	\$860,000	\$860,000	RFQ & Sole Source	July 1, 2020
Early Mental Health Systems and Infrastructure Enhancements	Trauma Initiative	\$75,000	\$75,000	\$75,000	RFQ	July 1, 2020
TOTAL		\$1,060,000	\$1,060,000	\$1,060,000		

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Quality Care and Education Allocations: \$3,180,000 total over 3 years

Strategies	Sub-Strategies	FY 20-21	FY 21-22	FY 22-23	Funding Mechanism	Contract Date
Quality Improvement		\$900,000	\$900,000	\$900,000		July 1, 2020
Expanded Access to Early Learning Settings for Children with Special Needs	Enhanced Referrals/ Coaching	\$135,000	\$135,000	\$135,000	ITN/ITP Strategies released together	July 1, 2020
	Professional Learning Community/ Peer to Peer Support	\$25,000	\$25,000	\$25,000		July 1, 2020
TOTAL		\$1,060,000	\$1,060,000	\$1,060,000		



ISSUES TO CONSIDER

- Periodic verbal and written updates on the SPIP and procurement process will be provided to the POP Committee, and Commission through June 2020.
- SPIP updates and Commission approval of budget allocations and funding mechanisms for the Policy, Advocacy & Communication, Research & Evaluation and Emerging Projects strategies will be presented through June 2020.
- Contract procurement and execution will be presented and approved by the Finance and Commission per F5SMCs standard procedure through June 2020.



NEXT STEPS

- ❑ SPIP Implementation
- ❑ Commission Subcommittee and Calendaring thru June 2020

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Questions/Comments

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SAN MATEO COUNTY HEALTH
All together better.

Watch Me Grow

FIRST 5
SAN MATEO COUNTY
Success for Every Child

2007-2020

Watch Me Grow Partnership With San Mateo County Health System

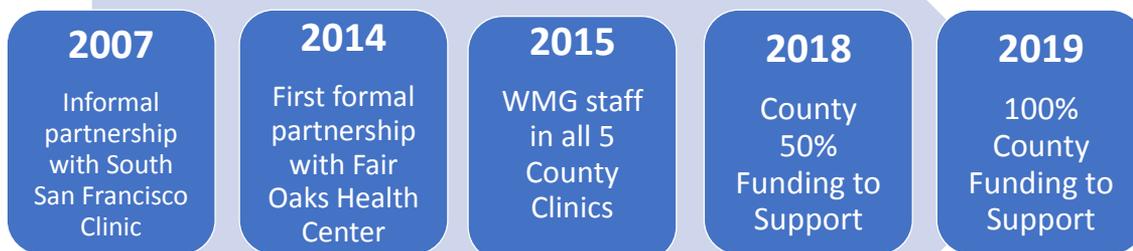


Vision: Optimal development for all children with special needs in San Mateo County



Mission: Optimal development of all children with special needs is supported by integrated systems in San Mateo County

Partnership History



Funder: **FIRST5**
SAN MATEO COUNTY
Success for Every Child

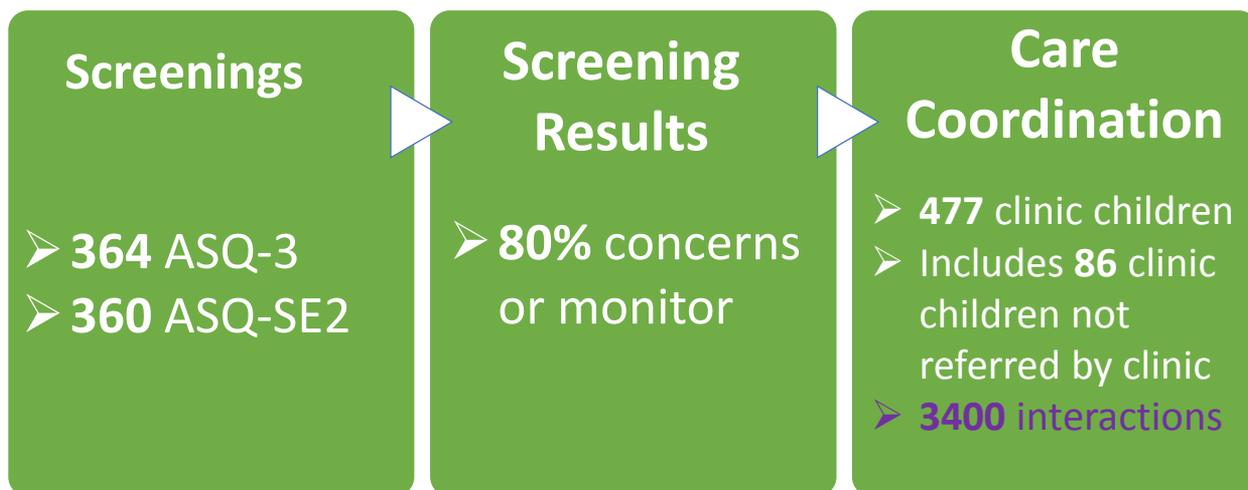
FIRST5
SAN MATEO COUNTY
Success for Every Child

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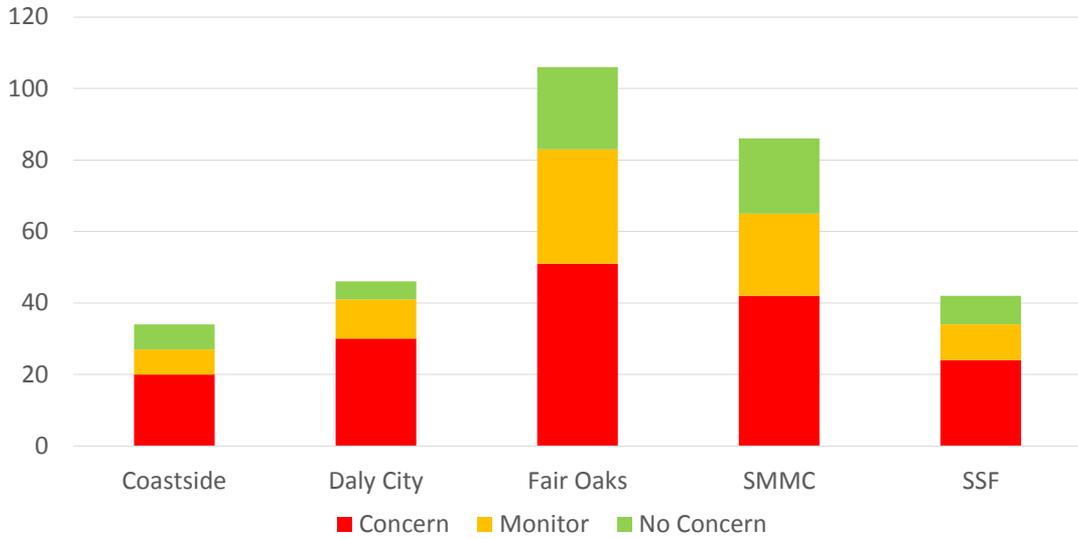
FIRST5
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Success for Every Child
 SAN MATEO COUNTY HEALTH
All together better.

SAN MATEO COUNTY HEALTH
All together better.

2018-19 County Clinic System Services Overview

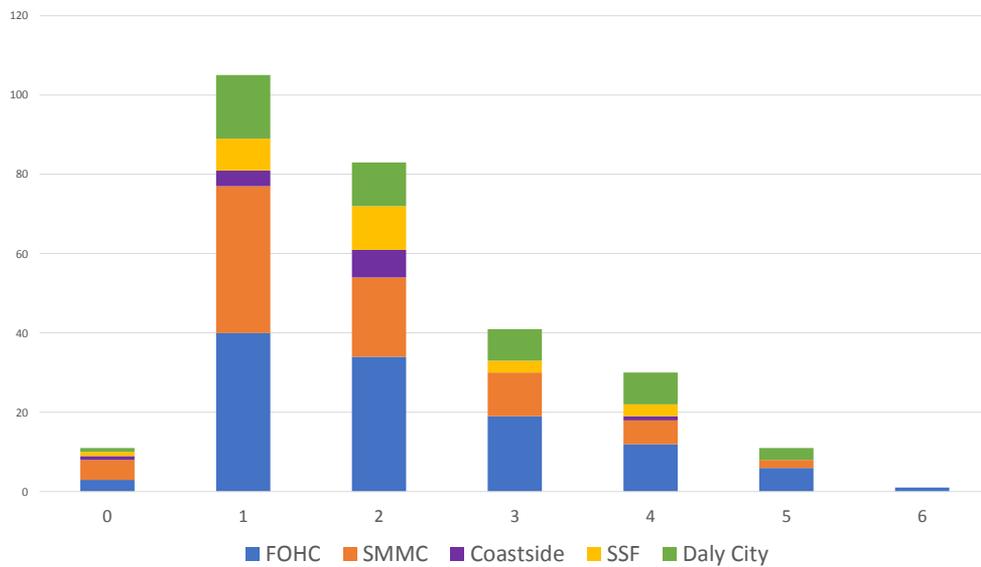


Screenings by Clinic*



* Rough numbers – some providers serve more than one clinic or changed clinic during the year

Age of Children at Referral

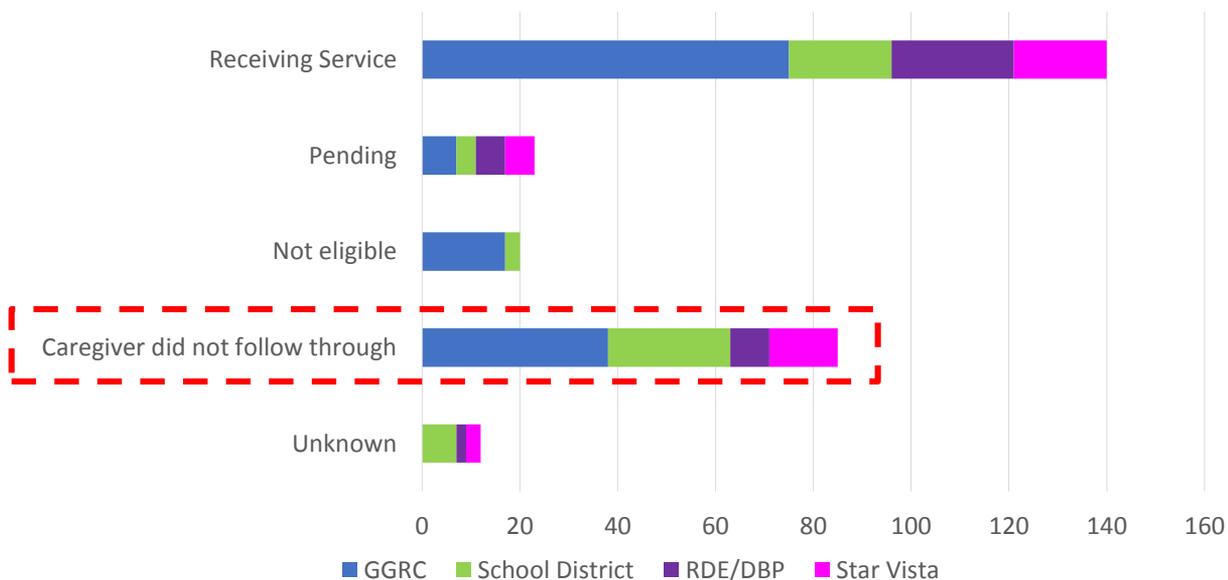


Referral Stats 2018-19*

- 137 children - GGRC
- 60 children - School Districts Special Education
- 60 children - Audiology
- 45 children – Rapid Developmental Evaluation/
Developmental Behavioral Pediatrician
- 42 children - Star Vista
- 39 children - Community resources
- 34 children - IHSD
- 18 children - Family Health Services

* This is # of children, not number of referrals; many children need multiple referrals to the same agency to get connected

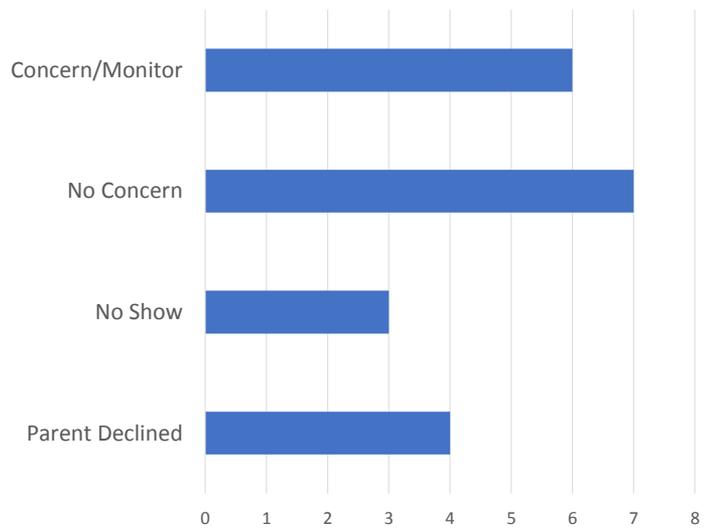
Referral Outcomes



Clinic Pediatric Patients Identified Through Universal Screening at Preschools & Parent Self-Referral



Universal Screening Pilot: 18 Month Olds



Other Ways the Partnership Supports Integration

Professional Development: Understanding the IEP Process

- 100% of survey respondents reported being more confident answering parent's questions regarding the IEP referral process
- 30% made changes to their clinical practice

Child study team

- Multidisciplinary approach to thinking about services for children at risk for developmental delays
- Clinic children served by CST

Rapid Developmental Evaluation (Stanford)

- Children at risk for complex delays are seen in their medical home (addressing transportation barrier)
- Timely appointments



Universal developmental screening, along with media campaigns about the importance of the 0-5 years, have changed families' attitudes, but it has taken the care coordination by Watch Me Grow to really make a difference. In contrast to the norm 20 years ago, I now take as given that most children who are identified as having a developmental delay will, with Watch Me Grow's help, be connected with early intervention and their delays will improve (and in some cases resolve) with treatment.

~ Dr. Elizabeth Grady
South San Francisco Clinic

Takeaways

- Long partnership
- Innovative collaboration
- Identifying children under 3 years old
- Value to County

New Opportunities

- Changing landscape around screening and reimbursement
- Universal screening
- Renew partnership past 2020



Questions
&
Comments

Case Study: Oscar (San Mateo Clinic patient)

Referred to WMG for care coordination: Clinic referred child twice each to GGRC and RDE with no success.

Challenges for family: Oscar was referred to different providers but mom had difficulties keeping track of things she needed to do. In all previous referrals, his case was closed because she would not answer/did not have a phone or remember all the information for the appointments. Both mom & son had complex needs.

WMG Care Coordination:

- 25 interactions over 6 months
- 2 more referrals & follow up to GGRC (4 total for the child)
 - IFSP completed & therapy started 4 months after WMG started care coordination
- Follow up on Clinic's 2 referrals to RDE
 - WMG expedited an appointment with Dr. Buysee
 - Clinic staff requested WMG to assist family in completing intake questionnaire
 - WMG staff supported mom through RDE's referrals to Neurology, CCS
- 2 referrals to Pre-3, ultimately connected
- Case discussed at the Child Study Team: how to get the child connected without taking away mom's autonomy?

Takeaways:

- Clinic staff was persistent and did not give up on family after failed referrals
- Highly complex cases require intense 1:1 care coordination individualized depending on family's needs
- Effectiveness of person-centered approach – faxing referrals did not work for this family
- Success required a relationship with both the family and provider community to ensure that referrals led to connection
- Would a universal consent form help in situations like these?

Case Study: Daisy (Coastside clinic patient)

Preschool ASQ-3 & ASQ-SE2 screening: no concerns noted

Mom contacted WMG

- Requested in person screening because she and the Aunt had concerns about Daisy's behavior (prolonged tantrums and problems around sleeping)
- Family is separated due to Dad being deported
- Mom reported that she shared her concerns with pediatrician but was told that this is normal

2nd Screening (in-person)

- Daisy showed delayed pre-academic skills
- Preschool was aware of this and felt that her behavioral issues were interfering with her ability to learn in class
- Mom was not open to home visiting due to her work schedule (works 2 jobs)
- Mom open to connecting Daisy to the mental health clinician that is on site at the preschool
- WMG staff contacted the preschool director to connect Daisy to mental health services during the preschool day
- Star Vista has contacted mom for consent to see Daisy
- 17 WMG interactions over 6 months

Takeaways:

- Pilot universal screening for 18 month olds?






Annual Report to First 5 California

Fiscal Year 2018-2019



Purpose of the Annual Report

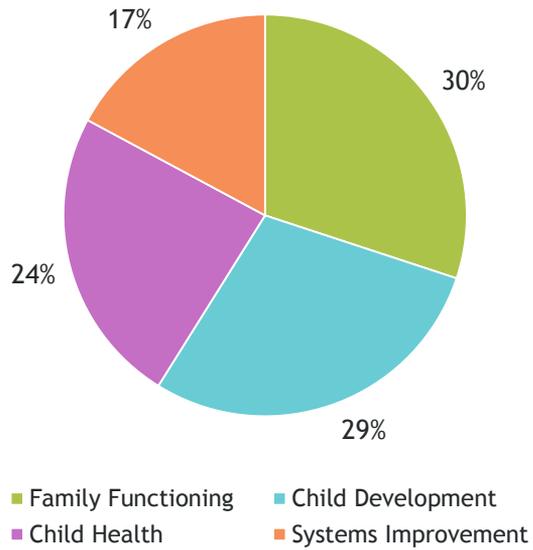
The Annual Report provides information about our local activities and expenditures to First 5 California. It includes:

- Fiscal information (e.g., expenditures)
- Client data (number of children, parents, and providers served)
- Narrative (County Highlights and brief description of evaluation activities)



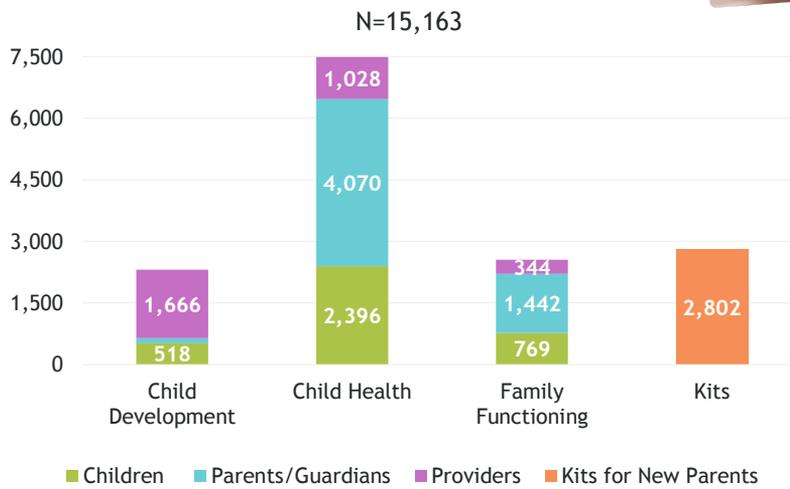
Fiscal Data

- Family Functioning: \$1,850,312
- Child Health: \$1,476,335
- Child Development: \$1,772,274
- Systems Change: \$1,053,956



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Clients Served: *Duplicated*

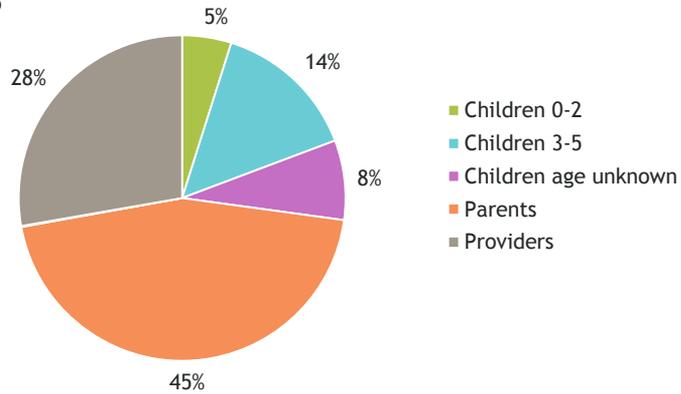


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Clients Served: *Unduplicated*



N = 10,946



F5SMC also distributed **2,802** Kits for New Parents

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Family Demographics



Race/Ethnicity	First 5 SMC	San Mateo County
Asian	9%	23%
Black/African-American	1%	2%
Latino	52%	34%
Pacific Islander	2%	2%
White	13%	32%
Multiracial	6%	11%
Other/Unknown	18%	13%
Language	First 5 SMC	San Mateo County
English	29%	53%
Spanish	48%	19%
Asian Languages	4%	20%
Other/Unknown	19%	7%

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Questions and Comments

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**First 5 San Mateo County
Audit Presentation
June 30, 2019**

Audit Presentation Outline

- **Audit Opinions**
- **Financial Statement Variances/Trends**
- **Other Comments**
- **Open for Questions**

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**First 5 San Mateo County
Audit Presentation
June 30, 2019**

- **Independent Auditor's Report**
 - Unmodified – clean opinion
- **Government Auditing Standards**
 - No significant deficiencies or material weaknesses
- **State Compliance Standards**
 - There were no current year findings

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First 5 San Mateo County
(A Discretely Presented Component Unit of the County of San Mateo)
STATEMENT OF NET POSITION
June 30, 2019

	2019	2018	Variance	
ASSETS				
Cash and cash equivalents	\$ 12,002,874	\$ 13,333,998	\$ (1,331,124)	Spending down State funds
Intergovernmental receivable, net	1,569,454	1,498,889	70,565	
Interest receivable, net	73,454	61,616	11,838	
Total assets	13,645,782	14,894,503	(1,248,721)	
DEFERRED OUTFLOWS OF RESOURCES				
Deferred outflows of resources	603,107	765,504	(162,397)	Decreased due to estimates changing
Total deferred outflows of resources	603,107	765,504	(162,397)	
LIABILITIES				
Accounts payable	1,694,273	2,299,503	(605,230)	More payables due to grantees last year
Salaries and benefits payable	53,369	48,253	5,116	
Grants refundable	143,615	307,779	(164,164)	Earned revenue for the Help Me Grow program and Build-Up Kids program
Long-term liabilities:				Decreased due to estimates changing
Net pension liability	606,419	716,659	(110,240)	
Net OPEB liability	145,618	126,906	18,712	Increased due to estimates changing
Compensated absences:				
Payable in less than one year	26,896	34,735	(7,839)	
Payable in more than one year	67,365	39,521	27,844	
Total liabilities	2,737,555	3,573,356	(835,801)	
DEFERRED INFLOWS OF RESOURCES				
Deferred inflows of resources	190,383	343,739	(153,356)	Increased due to estimates changing
Total deferred inflows of resources	190,383	343,739	(153,356)	
NET POSITION				
Unrestricted	11,320,951	11,742,912	(421,961)	Spending down State funds
Total net position	\$ 11,320,951	\$ 11,742,912	\$ (421,961)	

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First 5 San Mateo County
(A Discretely Presented Component Unit of the County of San Mateo)
STATEMENT OF ACTIVITIES
For the Year Ended June 30, 2019

	2019	2018	Variance	
Program expenses:				
Salaries and wages	\$ 658,032	\$ 616,308	\$ 41,724	
Employee benefits	197,145	190,926	6,219	
Pension expenses	419,362	379,094	40,268	
General office supplies	31,293	28,380	2,913	
Professional services	240,892	235,018	5,874	
Other administrative expenses	63,213	69,984	(6,771)	
Contributions to local projects	5,758,265	7,251,162	(1,492,897)	Less spent on local projects this year
Total program expenses	7,368,202	8,770,872	(1,402,670)	
Program revenues:				
Operating grants and contributions:				
Tobacco tax	6,025,857	5,912,387	113,470	Slight increase due to the inclusion of Prop 56 tax
Other grants	547,555	41,146	506,409	Some new grants were Help Me Grow and Watch Me Grow-Clinic Based Services
Total program revenues	6,573,412	5,953,533	619,879	
Net program revenues (expenses)	(794,790)	(2,817,339)	2,022,549	
General revenues:				
Investment earnings (losses)	372,829	165,791	207,038	Better investment earnings this year
Total general revenues	372,829	165,791	207,038	
Change in net position	(421,961)	(2,651,548)	2,229,587	Less spent on local projects this year and Other Grants and Investment Earnings increase
Net position, beginning of period (as previously rep)	11,742,912	14,745,489	(3,002,577)	
Restatement	-	(351,029)	351,029	Net OPEB adjustment in 2018
Net position, beginning of period (as restated)	11,742,912	14,394,460	(2,651,548)	
Net position, end of period	\$ 11,320,951	\$ 11,742,912	\$ (421,961)	Spending down State funds

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**First 5 San Mateo County
Audit Presentation
June 30, 2019**

	Tobacco Tax	Other Grants	Investment Earnings (Losses)	Other Revenue	Total
2015	6,466,950	419,641	140,562	95,951	7,123,104
2016	6,316,574	269,796	188,563	60,143	6,835,076
2017	6,273,983	1,035	87,330	305,420	6,667,768
2018	5,912,387	41,146	165,791	-	6,119,324
2019	6,025,857	547,555	372,829	-	6,946,241

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**First 5 San Mateo County
Audit Presentation
June 30, 2019**

- **Notes to the Financial Statements**
 - Required disclosures that describes the accounting policies of the Agency and provides further detail of each major account
- **Budget to Actual**
 - \$1.8M under budgeted deficit

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**First 5 San Mateo County
Audit Presentation
June 30, 2019**

- **Conclusion**
 - Would like to thank Kitty, Khanh and the rest of the staff for their cooperation and assistance during the audit.