



## Long-Term Financial Plan LTFP FY 2019-20 through FY 2024-25 (FY19/20 Update)

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June 22, 2020



### LTFP from FY19-20 through FY24-25 (FY19/20 Update) Key Messages

- Long-Term Financial Plan (LTFP) is a snapshot in time with financial information that continues to change and evolve.
- Commission has the opportunity to review and approve updated LTFP every year.
- New Tobacco Tax Revenue Projections May 2020.
- Other Grant Revenues opportunities add additional steady revenue stream.
- New Strategic Plan Implementation Plan (SPIP) FY20-23.
- Current Strategic Plan SPIP FY18-20: Fund Carry Over and No-Cost Extension

## LTFP (FY19/20 Update) Key Messages

### Fiscal Impacts

- Ending Fund Balance (after Pension Liability and Operational Reserves) FY24-25 is projected \$2.754 Million or 6.7 month equivalent of FY 2025 fiscal Revenue.
- It is anticipated that, from FY 2025 forward, Total Appropriations would be in line with Total Fiscal Revenue

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## Requested Action

Approval of the F5SMC's LTFP FY19-20  
through FY24-25  
(FY19/20 Update)

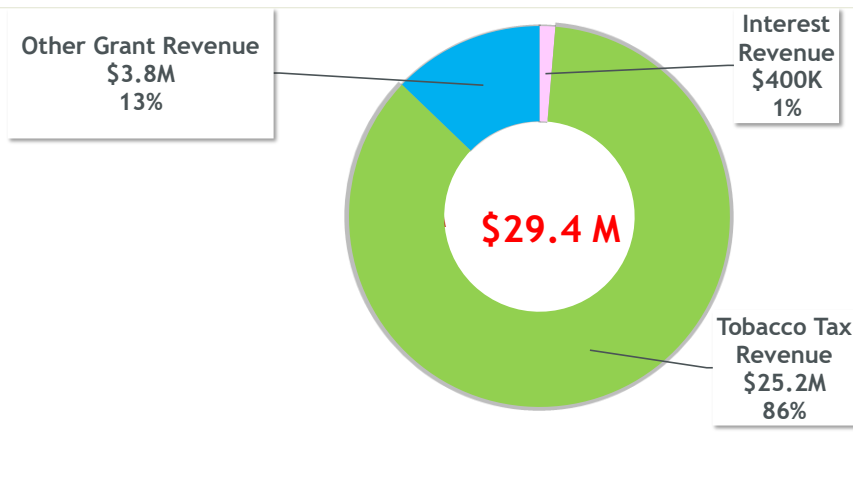
## LTFP (FY19/20 Update)-Total Revenue

### F5SMC Revenue:

- Tobacco Tax Revenue
  - ✓ Tobacco Tax Revenue projections with adjusted declining rate of 2.89%; additional \$716K more revenue FY19-23
- Other Grant Revenue
  - ✓ FY2020-23: Total \$2.875M Other Grant Revenue (\$950K/year)
  - ✓ FY 2023-25: projected \$400K Other Grant Revenue each fiscal year as conservative projections.

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## Total Revenue - 5 Years Aggregate FY20-25



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## Other Grant Revenue

Acquired \$2.875M  
Other Grant Revenue  
FY20-23  
(or \$950K/year)



**FY20-23**

Projected \$800K  
Other Grant Revenue  
FY23-25  
(or \$400K/year-  
conservative projection)



**Projected  
FY23-25**

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## Other Grant Revenue -

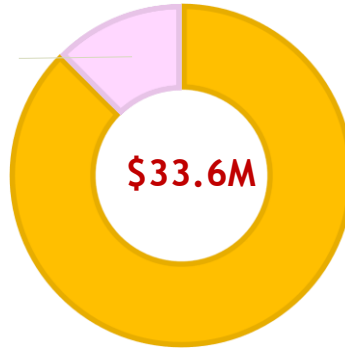
Additional Revenue opportunities from Other Non-Tobacco Tax Grants and leverage funding Grants have added steady revenue stream.

Grantor	Grant / Program	Grant Amount	Grant Term	Status
FSCA	IMPACT	\$1.200M	FY20-23	Pending grant approval
David Lucile Packard Foundation	Help Me Grow	\$150K	FY20-21	Delayed execution to new fiscal year
Peninsula Healthcare District	Help Me Grow Call Center	\$35K	FY20-21	Delayed execution to new fiscal year
Sequoia Healthcare District	Special Needs, Virtual Dental Home, Trauma	\$1.190M	FY20-23	MOU is finalized for execution.
San Mateo County Health System - Services Act MHS Prop 63	Mental Health	\$300K	FY19-21	Executed

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# Total Appropriations 5 Years Aggregate FY20-25

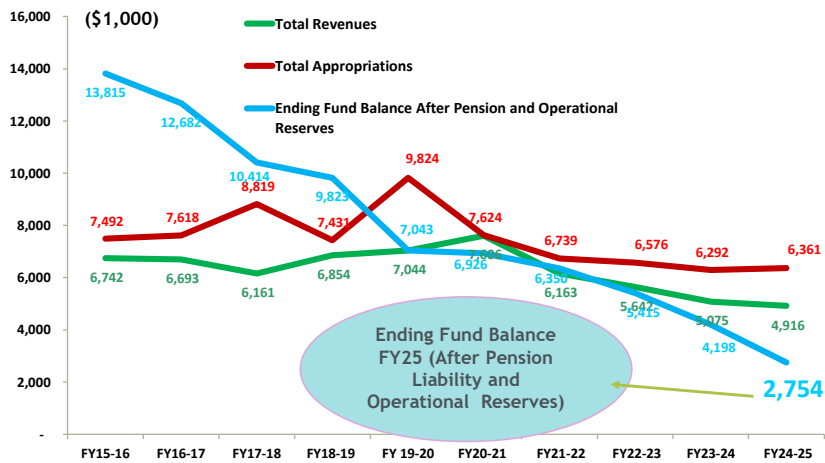
Admin Appropriations  
\$4.2M  
13%



Program Appropriations  
\$29.4M  
87%

# LTFP (FY19/20 Update)

Ending Fund Balance After Pension Liability and Operational Reserves



# Requested Action

Approval of the F5SMC's LTFFP FY19-20  
through FY24-25  
(FY19/20 Update)



# FUNDING RECOMMENDATIONS

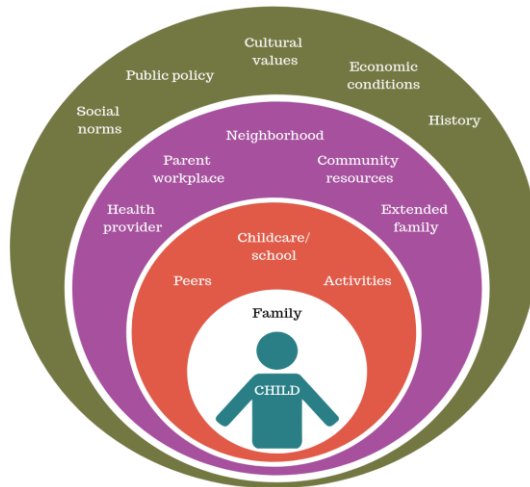
- Quality Care and Education
- Grants Management & Data System
- Communications Consultations Services
- Integrated Systems for Children with Special Needs
- Resilient Families

June 22, 2020

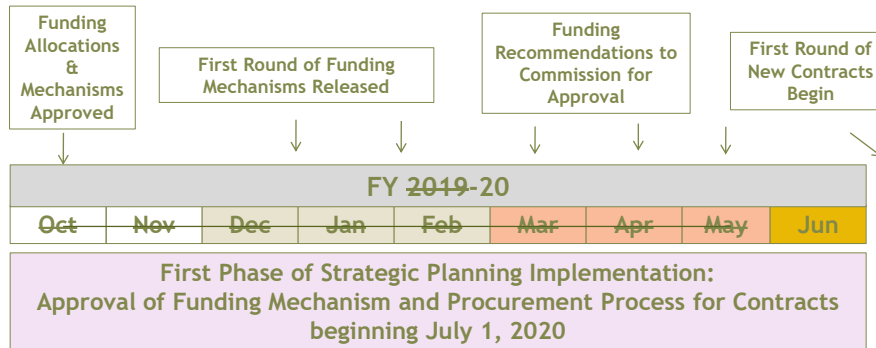


## PREPARING CHILDREN FOR LIFELONG SUCCESS

### Ecological Theory & The Social Determinants of Health



## Strategic Plan Implementation Plan (SPIP) Timeline



**SPIP Presentation and Approvals-July 2020 Commission**

Quality Care & Education:  
Quality Improvement &  
Expanded Access for  
Children with Special  
Needs



## Initiative Purpose



To increase access to high quality child care and preschool settings by maintaining, building upon, and integrating multiple ongoing quality improvement & inclusion efforts in San Mateo County's early learning sector.

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## Quality Improvement

In partnership with existing community efforts, support formal quality improvement frameworks in early learning environments, and provide the services required to help providers and programs improve their quality as measured by these frameworks.

- Quality improvement coaching for early learning providers and programs
- Training and technical assistance for early learning providers
- Early childhood mental health consultation in early learning settings, including reflective practice and consultation to support children with social-emotional needs or who are at risk for expulsion and/or reduced hours
- Peer mentoring and professional learning communities
- Program quality assessments and ratings
- Facility enhancements

## Expanded Access for Children with Special Needs

Support families' ability to access appropriate early learning experiences for their children with special needs

- Enhanced referrals matching children with appropriate placements
- Training and technical assistance to providers who enroll children with special needs
- Peer mentoring and professional learning communities for those who create and work in inclusive early learning environments
- Policy approaches supporting inclusion



## Alignment & Integration

Over **\$2.5 million** of leveraged and braided funds in FY 2020-21:

- Quality Counts California Local Consortia & Partnership Grant
- Workforce Development Pathways Grant
- Inclusive Early Learning & Care Coordination Program
- Inclusive Early Education Expansion Program
- California State Preschool Program Early Childhood Mental Health Adjustment Factor
- The Big Lift



## Intent to Negotiate Process

Collaborative and Competitive Structure

Flexible

Community Input for Program Design and Funded Partners

Single Unified Proposal



### Review Panel:

- Neutral facilitation
- Panelists include local & regional experts in quality improvement & inclusion
- Interviews

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## Funding Recommendation



AWARDEE: SAN MATEO COUNTY OFFICE OF EDUCATION



AMOUNT: \$3,180,000



TERM: 3 YEARS  
JULY 1, 2020 -  
JUNE 30, 2023

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## Lead Agency SMCOE



- Initiative administration
- Countywide, regional, and state-level coordination
- Provider professional development
- Dual language learner & family engagement supports
- Child Care Partnership Council
- Facilities enhancements and quality supports
- Targeted coaching and curriculum pilot projects
- Professional Learning Communities & Communities of Practice
- Data Collection/ Continuous Quality Improvement Process

Service Numbers  
(unduplicated):

415 providers  
288 children

## Partner Agencies



Agency	Strategies and Services
StarVista	<ul style="list-style-type: none"> <li>• Early Childhood Mental Health Consultation</li> <li>• Parent Learning Circles</li> <li>• Transition support</li> </ul>
4Cs	<ul style="list-style-type: none"> <li>• Enhanced Referrals &amp; Inclusion Supports</li> <li>• Provider Professional Development</li> </ul>
Vertical Change	<ul style="list-style-type: none"> <li>• Data System</li> </ul>
Community Equity Collaborative	<ul style="list-style-type: none"> <li>• Communications and social media planning &amp; implementation</li> <li>• Joint advocacy efforts</li> </ul>
Good2Know Network	<ul style="list-style-type: none"> <li>• Online resources for inclusion</li> <li>• Marketing and support for QRIS Inclusion Badge</li> </ul>
Gatepath Family Connections Life Steps Foundation	<ul style="list-style-type: none"> <li>• Expert partnership on inclusion &amp; family engagement</li> <li>• Integration with Help Me Grow Initiative</li> </ul>



## Year 1 Budget & Service Numbers

Agency	Amount	Service Numbers
SMC Office of Education	\$799,475	415 providers 288 Children
StarVista	\$110,000	30 providers 50 parents 15 children
4Cs	\$105,000	70 providers 75 parents 30 children
VerticalChange	\$32,000	N/A
Community Equity Collaborative	\$10,000	N/A
Good2Know Network	\$5,000	N/A
Gatepath Life Steps Foundation Family Connections	Unfunded & In-Kind	N/A



## Status & Next Steps



## Questions/Comments

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## Persimmony International

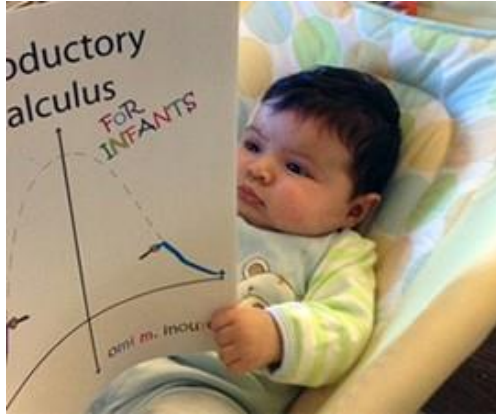
### Key Services & Activities

- Authorized Licensing
- Support and Training
- Software Support
- Reasonable Database Customization
- Data Exports
- Hosting Server Accessibility and Uptime
- Performance

### Total Budget: \$261,861

- \$87,287 per year over 3 years
- Funds drawn from Data & Evaluation allocations, other systems allocations
- Represents a 10% decrease from current annual budget
- Forgoing annual COLA increases results in greater savings in later contract years

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## Questions & Comments

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## COMMUNICATIONS CONSULTATION SERVICES

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## OBJECTIVES

FY 2020 - 2023 Strategic Communications Plan and Implementation Plan that provides F5SMC with a plan on how communication activities and public education campaigns supporting the needs of children prenatal to age 5 and their families in San Mateo County, will be developed, implemented and measured.

Supports the Commission's Vision, Mission and successful implementation of Desired Outcomes as identified in the 2020-2025 Strategic Plan.

Increased knowledge of F5SMC's role, initiatives, programs, funded partners services and impact to the community (parents, businesses, legislators, educators, etc.) county-wide, with targeted efforts to hard to reach population segments.

Educate/Informs San Mateo County expectant parents, parents/caregivers of children birth to age 5, service providers and community members for universal understanding of the importance of early brain development through an Early Brain Development Public Education Campaign.

Aligned communications collaboration with First 5 California, First 5 Association of California, Children Now, Early Childhood Funders, etc., on initiatives benefiting local needs.

Increase communication collaboration activities with funded and non-funded partners.

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## Funding Recommendation

### Awardee:

## Viva Social Impact Partners

*(Strategy & Communications)*

**Amount: \$335,000- Originally \$300,00**

**Includes Aces Aware Campaign for FY 20-21**

**Term: 3 Years**

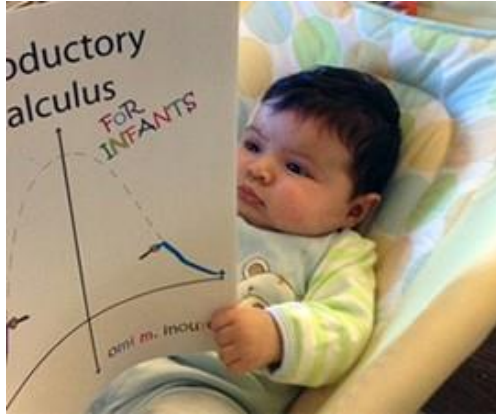
**July 1, 2020 - June 30, 2023**

<https://www.facebook.com/QualityStartLosAngeles/videos/1993864734015521/>

**Key Priorities: Advocacy, Family Engagement  
COVID Recovery, CA Budget, Help Me Grow.  
ACEs Aware etc.**

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## Questions & Comments

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## INTEGRATED SYSTEMS FOR CHILDREN WITH SPECIAL NEEDS

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## Initiative Purpose

To bolster the continuum of care to identify and treat children with special needs, and the ongoing efforts to address systemic issues that impact access to and quality of these services.



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## Funded Agencies

Agency	Year 1 Funding Amt	Service # (Dup)
Gatepath	• \$605,821.22	1515 families 277 providers
Legal Aid Society of San Mateo County	• \$71,658.00	35 children 65 providers
Life Steps Foundation	• \$26,483.75	122 children 112 parents
SVCF Center for Early Learning	• \$31,857.00	N/A
Stanford Children's Health – Developmental Behavioral Pediatrics	• \$110,000.00	50 children 81 providers
Stanford Children's Health – Community & Government Relations	• \$122,491.84	20 providers 6 pediatric clinic systems
StarVista	• \$57,371.00	116 children 116 parents 12 providers
COVID/ Emerging Issues	• \$64,289.90	TBD
<b>TOTAL</b>	<b>\$1,089,972.71</b>	<b>1743 families/parents 1838 children 455 providers</b>

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## Overall Negotiation Summary



No major changes to proposed to SOW activities, overall increase in service numbers



Budget changes also minor, slightly reduced from original estimate of Yr 1 in most instances



Co-fund Align Our Systems Taskforce with Policy, Advocacy and Communications \$\$

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## Questions/Comments

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## RESILIENT FAMILIES CONTRACT APPROVAL June 18, 2020

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## RESILIENT FAMILIES RECOMMENDED PORTFOLIO

SYSTEMS  
CHANGE

Agencies & Programs	Recommended 3-Year Funding Awards through Round 1, Resilient Families	Geographic Area Served	Target Service Numbers
Puente de la Costa Sur: Early Childhood Education and Family Engagement Project	\$300,000	Pescadero/ South Coast	54 children 159 parents
CORA: The Family Resilience Project	\$850,000	Countywide	390 children 360 parents
Peninsula Family Service: Therapeutic Child Development Centers	\$480,000	Countywide	300 children 375 parents
StarVista: Early Childhood Services Program	\$600,000	Countywide	255 children 255 parents
IHSD: Family Engagement Unity Project	\$125,000	Countywide	720 fathers 45 providers
Family Connections: Thriving Families Project	\$600,000	RWC, EPA, MP	300 children 465 parents
SMCOE: Family Engagement and Dual Language Learning Institute Project	\$225,000	Countywide	30 fathers 300 providers

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# Community Overcoming Relationship Abuse (CORA)

## THE FAMILY RESILIENCE PROJECT:

Comprehensive bilingual, multicultural domestic violence services for victims and their children, repairing insecure attachments and supporting families to heal from the traumatic effects of intimate partner violence.

Recommended 3-yr funding amount	\$850,000
Original Target Service Numbers	390 children, 360 parents
Services	Crisis intervention; family assessments; safety planning; Child/Parent Psychotherapy, Family Systems Therapy, Child/Parent Dyadic Bonding and Attachment Therapy; trauma-informed case management; bilingual clinical case management; parent engagement activities; child/parent 0-5 dyad groups
Systems Improvement Strategy	Creation of a Coordinated Community Response team (CCR)
Contract Negotiation Results	<ul style="list-style-type: none"> <li>• Serving 225 parents, 150 others (siblings), 225 children</li> <li>• FTEs reduced: clinician 1 to .5 FTE; clinical supervisor .5 to .3 FTE</li> <li>• CORA's CCR natural fit with StarVista and PFS</li> <li>• CORA may be good fit with Family Connections' CES</li> <li>• Had to eliminate funding of groups</li> <li>• Participate in FSSMC's Systems-Level Fatherhood Initiative</li> </ul>

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# Peninsula Family Service

## THERAPEUTIC CHILD DEVELOPMENT CENTERS

Therapeutic treatment milieu addressing toxic stress and trauma for homeless toddlers and preschoolers (18+ mos) in a culturally competent, bilingual, early learning setting at First Step and Haven House.

Recommended 3-yr funding amount	\$480,000
Original Target Service Numbers	300 children, 375 parents
Services	Assessments, individual education/treatment plans, tailored interventions provided by a behavioral health specialist, occupational therapy, coaching and support for parents (to learn and implement interventions in the home environment), parent education, socialization events, and home visiting.
Systems Improvement Strategy	Expanded case coordination for pipeline families
Contract Negotiation Results	<ul style="list-style-type: none"> <li>• Serving 300 children, 375 parents, 45 providers</li> <li>• Father Cafes</li> <li>• Participate in CORA's CCRT</li> <li>• Possibly join Family Connections' CES</li> <li>• Participate in FSSMC's Systems-Level Fatherhood Initiative</li> </ul>

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# San Mateo County Office of Education (SMCOE)

## FAMILY ENGAGEMENT SYSTEM SUPPORT:

Bilingual/bicultural capacity building of the County's family-serving system via focused authentic family engagement provider skill building, parent leadership skill building, technical assistance, and systems change/support activities.

Recommended 3-yr funding amount	\$225,000
Original Target Service Numbers	30 fathers, 300 providers
Services	Father Café refresher trainings in collaboration with IHSD, Father Café technical assistance, Friday Cafés, IHSD Parent Ambassador Lead & Parent Voices members on the Friday Café Advisory Board & attending Friday Cafés,
Contract Negotiation Results	<ul style="list-style-type: none"> <li>• <b>Serving 36 Parents (30 fathers), 363 Providers</b></li> <li>• <b>Subcontract with 4Cs no longer part of this contract</b></li> <li>• <b>Family leaders on CCPC Quality Committee Workgroup</b></li> <li>• <b>Participate in FSSMC's System's-Level Fatherhood Initiative</b></li> </ul>

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## Questions/Comments

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