Goals

• To provide an overview of Help Me Grow
• To update Commissioners on the progress of Help Me Grow San Mateo
Early Identification and Intervention

- 70% of children with delays go undetected until kindergarten.
- California ranks 30th for screening infants and toddlers.
- Only 28.5% of children receive timely developmental screenings.
- Every year, 12,000 three-year-olds are missing from CA’s special education system.
- Low-income children are diagnosed later in life.
- 47% of California’s children are living in or near poverty.

Help Me Grow Is

A comprehensive system that promotes universal early identification and linkage to intervention, and ensures all children reach their greatest potential.
Core Components

- **Child Health Provider Outreach** offers training to support early detection and intervention, and use of the HMG call center.
- A **Centralized Access Point** serves as the hub to link children and their families to community based services and supports.
- **Family & Community Outreach** promotes HMG, facilitates provider networking, and bolsters children’s healthy development through families.
- Ongoing **Data Collection and Analysis** helps identify gaps and barriers to the system; continuous quality improvement processes refine all aspects of the system.

Benefit to Existing Service Providers

- Easy access to information on community based services for clients with young children
- **Providers** refer families directly to the HMG Call Center
- Providers receive referrals from the HMG Call Center
- **Community resource database ensures appropriate referrals**
- Networking events increase collaboration & communication
Benefit to Children and Families

- Promotes resilient families
- Access to community resources
- Earlier identification of children with special needs
- Recognizes the impact of ACES, toxic stress and trauma

Help Me Grow San Mateo Timeline

- April 2016: San Mateo becomes HMG CA Affiliate!
- Dec 2016: Call Center Feasibility Study
- 2017:
  - Jan-Dec 2017: Funds secured for HMG planning & implementation
  - Leadership Advisory Team Formed
  - Planning process for governance, structure, alignment and sustainability
- Jan-June 2018:
  - 2018 HMG Natl Forum
  - Feasibility Study Update
- July 2018:
  - HMG Consultant to FSSMC
  - REQ Call Center + Community & Family Outreach
  - HMG CA reporting
- Oct 2018:
  - Call Center and Community & Family Outreach Components implemented
  - Leadership Advisory Team
  - Call Center roll out
  - Health Provider Outreach lead identified
  - Provider Networking
- Mar 2019:
  - Data reporting for CQI
- June 2019:
  - 4 Core Components fully implemented
  - Data for continuous quality improvement
  - Fidelity Assessment for HMG National
Next Steps

**July 2018**
- Launch of RFQ: HMG Centralized Access Point (CAP) and Family & Community Outreach Provider

**October 2018**
- Implementation planning with CAP partner
- Develop communications strategies & materials
- Leadership Advisory Team convenes

**January 2019**
- CAP Rollout
- Child Health Provider Outreach partner identified

Questions?
Long-Term Financial Plan LTFP
FY2018-19 through FY2024-25
(FY17/18 Update)

Kitty Lopez
Khanh Chau
June 25, 2018

LTFP (FY17/18 Update) Key Take Aways

- **LTFP (FY17/18 Update)** reflects financial planning for FY18-20 (Cycle 3 continuation) and FY20-25 (newly Cycle 4).
- Prop 10 Tax Revenue Projection: adds $868K more revenue (FY17-23).
- Increase effort in seeking additional funding sources and leverage funding; resulting in increased Other Revenues stream.
- SPIP Community Investment FY18-20 with average step down 3% as per funding approval at the August 2017 Commission Meeting.
- SPIP Community Investment FY20-25 with average step down 39%; funding recommendations will be based on the outcome of the new strategic planning process (2020-2025) and other multiple factors and service landscape review, as well as strategic synchronization of F5CA and statewide F5 Commissions.
LTFP (FY17/18 Update) Key Take Aways

- Continue shifting increased efforts towards Policy Advocacy, Communications and System Changes strategies as per Prop 10 Statute.
- Ending Fund Balance (before Pension Liability and Operational Reserves) FY24-25 is projected $4.8 Million to ensure safety cash flow management after FY2020.
- It is anticipated that, from FY2025 moving forward, a “Cycle 5” would bring Total Appropriations in line with Total Revenues

Big Picture: LTFPs Comparison
5 YEARS AGGREGATE (Total FY15-20) with Positive Trend

![Graph showing 5 years aggregate comparison of LTFPs]
LTTP (FY17/18 Update) - Total Revenues

F5SMC Revenues:
- 89% from Prop 10 Tobacco Tax Revenue source;
- 11% from (a) Interest Revenue, (b) F5CA - Other Prop 10 Tax Revenues, and © Other Non Prop 10 Tax Revenue sources.
- Prop 10 Tax Revenue continues declining at a slower rate than previously projected; adjusted declining rate of 2.6% from 2.9%; adds $868K as additional revenue to F5SMC (FY17-23).
- IMPACT grant adds approximate $450K revenue each year (FY2015-2020); funds 0.5 FTE position annually.
- Other Revenues sources are added to F5SMC’s revenue stream.

Total Revenues - 7 Years Aggregate FY18-25

- Prop 10 Tax Revenue: $36.5 Million (89%)
- Other Revenues: $4.4 Million (11%)

- Tobacco Tax Revenue
- Other Revenue
Other Revenues - F5CA - Other Prop 10 Tax Grants

$2.4M F5CA - Other Prop 10 Tax Grants FY15-20

Projected $300K additional F5CA - Other Prop 10 Tax Revenues each year

FY15-20
IMPACT Grant adds $450K/year, funds 0.5FTE

Projected FY20-25

Other Revenues - Non-Prop 10 Tax Grants

New leveraging funding sources have increased from Other Non-Prop 10 Tax Grants, and from various Foundations and other entities:

<table>
<thead>
<tr>
<th>Grants</th>
<th>Donor</th>
<th>Grant Amount</th>
<th>Grant Term</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>F5 IMPACT Regional Training &amp; Technical Assistance HUB</td>
<td>F5 San Francisco</td>
<td>66.2K</td>
<td>FY17/18</td>
<td>won award</td>
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<tr>
<td>Build-Up Kids Mapping</td>
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<td>300K</td>
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<td>Help Me Grow Call Centers</td>
<td>Peninsula Healthcare District</td>
<td>25K</td>
<td>FY18/19</td>
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<td>Trauma Informed System</td>
<td>San Mateo County Health System - Mental Health Serves Act</td>
<td>150K</td>
<td>FY18/20</td>
<td>won award</td>
</tr>
<tr>
<td>Other leverage funding</td>
<td>San Mateo County Human Services Agency and Health System</td>
<td>appr. 500K</td>
<td>FY18/20</td>
<td>Pending</td>
</tr>
</tbody>
</table>
Other Revenues - Non-Prop 10 Tax Grants

$557K additional Other Non-Prop 10 Tax Revenues FY17-20

Projected $200K additional Other Non-Prop 10 Tax Revenues each year

Help Me Grow
Build-Up Kids Mapping
Help Me Grow Call Centers
Trauma Informed System and Others

FY17-20

Projected FY20-25

LTFP (FY17/18 Update)
Strategic Plan Implementation Plan (SPIP) Investments
From FY18-19 through FY24-25

<table>
<thead>
<tr>
<th></th>
<th>FY2018-2020</th>
<th>FY2020-2025</th>
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</thead>
<tbody>
<tr>
<td>SPIP Investments</td>
<td>$6.112M/year</td>
<td>$3.780M/year</td>
</tr>
<tr>
<td>% Step Down</td>
<td>-3%</td>
<td>-39%</td>
</tr>
<tr>
<td>Funding Plan</td>
<td>Current approved strategic plan</td>
<td>New developing strategic plan</td>
</tr>
</tbody>
</table>
LTFP (FY17/18 Update) Investments

Strategic Plan Investment SPIP  Other Grants

Total Program Appropriations
From FY18-19 through FY24-25

$39.4 Million Total in 7 years
or
Average $5.6 Million per year
LTFP (FY17/18 Update) Operations

Chart Title

Services and Supplies
Other Charges
Admin Staff S&B
Total Operations Appropriations

$7.9 Million Total in 7 years
or
Average $1.1 Million per year
LTFP (FY17/18 Update)
Ending Fund Balance before Pension Liability and Operational Reserves

Requested Action
Commission review and approval of the F5SMC’s LTFP
(FY17/18 Update)
First 5 San Mateo County
FY18-19 Draft Budget

Kitty Lopez
Khanh Chau
June 25, 2018

FY18-19 Draft Budget - Key Take Aways

- Prop 10 Tax Revenue continues declining at a slower rate than previously projected; adjusted declining rate of 2.6% from 2.9%.
- Approximate $800K back-fill will be received in FY18-19.
- F5CA IMPACT Grant produces steady revenue of $524K, funded 0.5FTE
- Continue increased effort in seeking additional funding sources and leverage funding; resulting in increased Other Revenues stream.
FY18-19 Draft Budget - Key Take Aways

- Continue drawing down Ending Fund Balance (Reserves*) to fund higher Community Investments as per the current strategic plan.
- Community Investments are funded as per the SPIP Funding Allocations approved at the August 2017 Commission Meeting.
- Continue shifting increased efforts towards Policy Advocacy, Communications and System Changes strategies, as per Prop 10 Statute.
- Retain current positions for the SPIP continuation execution, and executions of the IMPACT Grant and Other Grants awarded by other Community Foundations and other entities.

Big Picture: 4-Year Budget Comparison

![Bar chart showing budget comparison from FY15-16 to FY18-19]

- Beginning Fund Balance
- Total Revenues
- Total Appropriations
- Ending Fund Balance

FOCUS
**FY18-19 Draft Budget - Total Revenues**

**TOTAL REVENUES**

$6.74 M  
(+13%)

- **Prop 10 Tax Revenue** $5.78M
- **Interest Revenue** $112K
- **IMPACT Grant** $524K
- **Other Grants** $320K

**Other Revenues - Other Non-Prop 10 Tax Grants**

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FY18-19 Draft Budget – Community Investment by Initiatives

- Family Engagement: $1.770M (23.0%)
- Child Health & Development: $1.635M (21.2%)
- Early Learning: $1.615M (21.0%)
- IMPACT & Other Grants: $683K (8.9%)
- Policy Advocacy, Communications & System Changes & Others: $925K (12.0%)
- Evaluation: $307K (4.0%)
- Program staff's salaries & benefits: $753K (9.8%)

**Total Investment: $7.688M (-15%)**

---

4-Year Budget Comparison
Investment Plan

- Total Revenues
- Programs Appropriations
- Operations Appropriations
FY18-19 Draft Budget
Administrative Appropriations

- Services and Supplies: $140K (12.8%)
- Other Services Charges: $275K (25.4%)
- Admin Salaries & Benefits: $672K (61.8%)

Total Operations: $1.088M

FY18-19 Draft Budget
Administrative Appropriations

Bar graph showing the trend from FY15-16 to FY18-19 for Services and Supplies, Other Services Charges, and Admin Staff S&B.
### FY18-19 Draft Budget Summary

<p>| | |</p>
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<tr>
<td>Total Revenues</td>
<td>$6.740M</td>
</tr>
<tr>
<td>Total Appropriations (Net Appropriations*)</td>
<td>$8.776M</td>
</tr>
<tr>
<td>Surplus / (Deficit) (Total Revenues - Total Appropriations)</td>
<td>($2.036M)</td>
</tr>
</tbody>
</table>

- FY18-19 Draft Budget has a budget deficit of $2.036M due to F5SMC continuing to invest in the Community with higher fiscal Appropriations than its fiscal Revenues.
- Commission to approve drawing down $2.036M from Ending Fund Balance (Reserves*) to fund F5SMC’s FY18-19 Adopted Budget

### Approval of F5SMC’s FY18-19 Draft Budget

**Issue to Consider:**
- FY18-19 Budget Revision in February 2019

**Action Required:**
- Approval of F5SMC’s FY18-19 Draft Budget
- Approval of the Use of Ending Fund Balance (Reserves*) to Fund the F5SMC’s FY18-19 Adopted Budget