



Goodhue County
Health and Human Services

426 West Avenue
Red Wing, MN 55066
(651) 385-3200 • Fax (651) 267-4882

DATE: May 12, 2022
TO: Goodhue County Board
FROM: Nina Arneson, Goodhue County Health and Human Services Director
RE: Health Plan Recommendations – Prepaid Health Care Services

BACKGROUND:

The Minnesota Department of Human Services (DHS) is required to complete a Request for Proposal (RFP) a minimum of every five years with Health Plans to seek contracts to provide prepaid health care services to eligible individuals. The three groups are

- 1. Senior Health Options and Senior Care Plus (MSHO an MSC+);**
- 2. Special Needs Basic Care and Integrated Special Needs Basic Care (SNBC);**
and
3. Families and Children.

All three RFPs are being completed in Greater Minnesota in 2022 with effective dates of January 1, 2023. This memo and attachments are the recommendations for Goodhue County for 1 and 2 from the list above. The process for the third is still underway, and once concluded it will be also brought forward for the Goodhue County Board's review and approval.

The Association of Minnesota Counties (AMC) and DHS began bimonthly meetings in May of 2020 to discuss and try to resolve various concerns and questions that were raised following the last few managed care procurements. Among many things, counties conveyed a lack of clarity in how counties input was incorporated into the scoring and selection, lack of overall transparency, and recognizing there is an enormous volume of work and engagement required in the development of the RFP's and evaluation of RFP responses. As a result, counties and DHS convened many meetings to jointly draft the questions included in the statewide development of the RFPs. All counties in Greater MN were divided into five different regions. County evaluators chosen from each county independently evaluated and scored the proposals from each of the health care plans who requested a contract within that region. These county representatives and DHS then met together to review and discuss each question, and scoring for each of the proposals. Nina Arneson, Goodhue County Health and Human Services Director was the evaluator for Goodhue County.

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When completed, a combined score from the region was provided to each county in addition to their own county scores. DHS is now providing counties the option to make a recommendation to DHS as to whom they would like to contract with beginning January 1, 2023.

For this time, DHS stipulated that any responder to the RFP who is currently operating MSHO, MSC+ and/or SNBC and/or Families and Children in a county will be selected to participate if they meet the minimum requirements of the RFP; additional responders may be selected to participate based on scoring and county preferences and if the responders meet minimum requirements of the RFP. DHS also informed the counties that it does not intend to contract with only one responder in a county unless the responder meets the following criteria:

1. is currently a plan offered in the county,
2. is the highest scoring responder in this RFP for the county, and
3. is the only plan currently serving the county that meets the minimum requirements of this RFP and passes a Readiness Review.

With these two RFPs 1 and 2, South Country Health Alliance (SCHA) meets all three DHS stipulated criteria to be recommended as a sole plan for Goodhue County for Minnesota Senior Health Options and Minnesota Senior Care Plus; and Special Needs Basic Care and Integrated Special Needs Basic Care.

In addition, from the County reviewer's perspective, SCHA's proposal demonstrated high level of knowledge of our counties demographics, services, needs and continued commitment in working closely with our County - from County Commissioners, Care Coordinators and County residents to address said needs; as well as work preventatively in our communities. SCHA also demonstrated with their answers the long history of community reinvestment and the desire to continue to work with rural providers and participants.

RECOMMENDATION:

The GCHHS Department recommends SCHA as a sole plan for Goodhue County for Minnesota Senior Health Options and Minnesota Senior Care Plus; and Special Needs Basic Care and Integrated Special Needs Basic Care.

**BOARD OF COUNTY COMMISSIONERS
GOODHUE COUNTY, MINNESOTA**

May 17, 2022

SUPPORT FOR SOUTH COUNTRY HEALTH ALLIANCE (SCHA) AS MSHO/MSC+ HEALTH PLAN

WHEREAS, the Minnesota Department of Human Services (DHS) has published a Request for Proposals (RFP) to provide healthcare services to participants in the Minnesota Seniors Health Options (MSHO) and Minnesota Senior Care Plus (MSC+) in Minnesota counties including in Goodhue County; and

WHEREAS, DHS has requested county evaluations and recommendations regarding the RFP proposals from each respective county; and

WHEREAS, five entities including South Country Health Alliance (SCHA) submitted proposals to provide managed health care services in Goodhue County; and

WHEREAS, Goodhue County Health and Human Services has reviewed and evaluated the proposals; and

WHEREAS, SCHA has submitted a proposal scoring the highest by Goodhue County and is suitable to meet the needs of Goodhue County. Goodhue County desires to remain a single source plan in Goodhue County with SCHA as our sole provider for Minnesota Seniors Health Options (MSHO) and Minnesota Senior Care Plus (MSC+).

SCHA’s proposal demonstrated high level of knowledge of our counties demographics, services, needs and continued commitment in working closely with our County from County Commissioners, to Care Coordinators to County residents to address said needs as well as work preventatively in our communities. SCHA also demonstrated with their answers the long history of community reinvestment and the desire to continue to work with rural providers and participants.

THEREFORE BE IT RESOLVED that the Goodhue County Board support the recommendation of Goodhue County Health and Human Services Department approving SCHA as a single source Managed Care Organization (MCO) providing managed health care services in our county.

State of Minnesota
County of Goodhue

Majerus	Yes ___	No _
Drotos	Yes ___	No _
Greseth	Yes ___	No _
Anderson	Yes ___	No _
Flanders	Yes ___	No _

I, Scott O. Arneson, duly appointed, County Administrator of the County of Goodhue, State of Minnesota, do hereby certify that I have compared the foregoing copy of a resolution with the original minutes of the proceedings of the Board of County Commissioners, Goodhue County, Minnesota at their session held on the 17th day of May, 2022, now on file in my office, and have found the same to be a true and correct copy thereof.

Witness my hand and official seal at Red Wing, Minnesota, this 17th day of May, 2022.

Scott O. Arneson
County Administrator

**BOARD OF COUNTY COMMISSIONERS
GOODHUE COUNTY, MINNESOTA**

May 17, 2022

SUPPORT FOR SOUTH COUNTRY HEALTH ALLIANCE (SCHA) AS SNBC HEALTH PLAN

WHEREAS, the Minnesota Department of Human Services (DHS) has published a Request for Proposals (RFP) to provide healthcare services to participants in the Special Needs Basic Care and Integrated Special Needs Basic Care (SNBC) in Minnesota counties including in Goodhue County; and

WHEREAS, DHS has requested county evaluations and recommendations regarding the RFP proposals from each respective county; and

WHEREAS, four entities including South Country Health Alliance (SCHA) submitted proposals to provide managed health care services in Goodhue County; and

WHEREAS, Goodhue County Health and Human Services has reviewed and evaluated the proposals; and

WHEREAS, SCHA has submitted a proposal scoring the highest by Goodhue County and is suitable to meet the needs of Goodhue County. Goodhue County desires to remain a single source plan in Goodhue County with SCHA as our sole provider for Special Needs Basic Care and Integrated Special Needs Basic Care (SNBC).

SCHA’s proposal demonstrated high level of knowledge of our counties demographics, services, needs and continued commitment in working closely with our County from County Commissioners, to Care Coordinators to County residents to address said needs as well as work preventatively in our communities. SCHA also demonstrated with their answers the long history of community reinvestment and the desire to continue to work with rural providers and participants.

THEREFORE BE IT RESOLVED that the Goodhue County Board support the recommendation of Goodhue County Health and Human Services Department approving SCHA as a single source Managed Care Organization (MCO) providing managed health care services in our county.

State of Minnesota
County of Goodhue

Majerus	Yes ___	No _
Drotos	Yes ___	No _
Greseth	Yes ___	No _
Anderson	Yes ___	No _
Flanders	Yes ___	No _

I, Scott O. Arneson, duly appointed, County Administrator of the County of Goodhue, State of Minnesota, do hereby certify that I have compared the foregoing copy of a resolution with the original minutes of the proceedings of the Board of County Commissioners, Goodhue County, Minnesota at their session held on the 17th day of May, 2022, now on file in my office, and have found the same to be a true and correct copy thereof.

Witness my hand and official seal at Red Wing, Minnesota, this 17th day of May, 2022.

Scott O. Arneson
County Administrator

County Recommendation 2023 Seniors MCO Contract

Group 5

County Name: Goodhue County

Instructions

- Provide your county name in the field above.
- DHS has listed the health plans in the order that they scored in Group 5.
- Below that, your county should list which health plan(s) you recommend to receive a contract in your county.
- Below that is a space to indicate the reasons for your county's recommendation.
- Please note that RFP responses and evaluation information must be kept confidential until the managed care contracts are signed.
- You can submit this form and your county board's resolution (if your county is submitting one) to the SNP procurement email SNP_RFPs@state.mn.us by **Friday, May 13.**

Please note the policy indicated in the Seniors RFP "Responders who are currently operating MSHO and MSC+ in a county will be selected to participate if they meet the minimum requirements of this RFP. Additional Responders may be selected to participate based on scoring and county preferences and if the Responders meet the minimum requirements of this RFP... DHS does not intend to contract with only one Responder in a county unless the Responder: (1) is currently a plan offered in the county, (2) is the highest scoring Responder in this RFP for the county, and (3) is the only plan currently serving the county that meets the minimum requirements of this RFP and passes a Readiness Review."

The RFP Responders scored in this order in Group 5:

1. [REDACTED]
2. [REDACTED]
3. [REDACTED]
4. [REDACTED]
5. [REDACTED]

Our county will be recommending the following health plan for contracting:

1. **South Country Health Alliance (SCHA)**
- 2.
- 3.
- 4.
- 5.

We recommend this/these health plan(s) to be selected for the following reasons:

- SCHA was the highest scoring Responder of this RFP in Goodhue County by Goodhue County.
- SCHA is currently operating MSHO and MSC+ in Goodhue County, and meets and/or exceeds all the minimum requirements of this RFP.
- SCHA’s proposal demonstrated high level of knowledge of our counties demographics, services, needs and continued commitment in working closely with our County from County Commissioners, Care Coordinators, and County residents to address said needs as well as work preventatively in our communities. SCHA also demonstrated with their answers the long history of community reinvestment and the desire to continue to work with rural providers and participants.
- The Minnesota law provides Goodhue County the authority to “elect to purchase or provide health care services on behalf of persons eligible for medical assistance who would otherwise be required to or may elect to participate in the prepaid medical assistance program [PMAP].” Id. § 256B.692, subd. 1.
- Goodhue County has followed the procedures to establish county-based purchasing for over 20 years now therefore DHS “shall not implement” a PMAP in that county “until county-based purchasing is no longer operational in that county.” Id. § 256B.69, subd. 3a(c). Furthermore, DHS “must terminate” any contracts with private plans that exist in those counties within two years of approval of a CBP’s proposal, although it may terminate them sooner, see id. § 256B.694.
- The Minnesota legislature thus mandated that a county providing medical assistance through CBPs is entitled to operate the single plan for medical assistance programs within the county. Goodhue County has elected to provide medical assistance through SCHA, and were approved to do so.

County Recommendation 2023 SNBC MCO Contract

Group 5

County Name: Goodhue County

Instructions

- Provide your county name in the field above.
- DHS has listed the health plans in the order that they scored in Group 5.
- Below that, your county should list which health plan(s) you recommend to receive a contract in your county.
- Below that is a space to indicate the reasons for your county's recommendation.
- Please note that RFP responses and evaluation information must be kept confidential until the managed care contracts are signed.
- You can submit this form and your county board's resolution (if your county is submitting one) to the SNP procurement email SNP_RFPs@state.mn.us by **Friday, May 20, 2022**.

Please note the policy indicated in the SNBC RFP "Responders who are currently operating SNBC or Integrated SNBC and SNBC in a county will be selected to participate if they meet the minimum requirements of this RFP. Additional Responders may be selected to participate based on scoring and county preferences and if the Responders meet the minimum requirements of this RFP. To serve the above populations in these counties, a Responder must be selected to contract with the State, and complete contract negotiations with the State. All contracts to provide these services are also contingent on successfully passing the Readiness Review, consistent with Minn. Stat. § 256b.6926, subd. 2. DHS does not intend to contract with only one Responder in a county unless the Responder: (1) is currently a plan offered in the county, (2) is the highest scoring Responder in this RFP for the county, and (3) is the only plan currently serving the county that meets the minimum requirements of this RFP and passes a Readiness Review.

The RFP Responders scored in this order in Group 5:

1. [REDACTED]
2. [REDACTED]
3. [REDACTED]
4. [REDACTED]

Our county will be recommending the following health plan(s) for contracting:

1. **South Country Health Alliance (SCHA)**
- 2.
- 3.
- 4.

We recommend this/these health plan(s) to be selected for the following reasons:

- SCHA was the highest scoring Responder of this RFP in Goodhue County by Goodhue County.
- SCHA is currently operating SNBC in Goodhue County, and meets and/or exceeds all the minimum requirements of this RFP.
- SCHA’s proposal demonstrated high level of knowledge of our counties demographics, services, needs and continued commitment in working closely with our County from County Commissioners, Care Coordinators, and County residents to address said needs as well as work preventatively in our communities. SCHA also demonstrated with their answers the long history of community reinvestment and the desire to continue to work with rural providers and participants.
- The Minnesota law provides Goodhue County the authority to “elect to purchase or provide health care services on behalf of persons eligible for medical assistance who would otherwise be required to or may elect to participate in the prepaid medical assistance program [PMAP].” Id. § 256B.692, subd. 1.
- Goodhue County has followed the procedures to establish county-based purchasing for over 20 years now therefore DHS “shall not implement” a PMAP in that county “until county-based purchasing is no longer operational in that county.” Id. § 256B.69, subd. 3a(c). Furthermore, DHS “must terminate” any contracts with private plans that exist in those counties within two years of approval of a CBP’s proposal, although it may terminate them sooner, see id. § 256B.694.
- The Minnesota legislature thus mandated that a county providing medical assistance through CBPs is entitled to operate the single plan for medical assistance programs within the county. Goodhue County has elected to provide medical assistance through SCHA, and were approved to do so.