

SUMMARY OF COMMUNITY-BASED ORGANIZATION AGREEMENTS AND OTHER DIRECT TREATMENT PROVIDERS

REQUEST TO THE HEALTH COMMISSION

This Agreement is for the provision of direct treatment/services that serves as an extension of DPH's service delivery system.

Vendor:	<u>GLIDE Foundation</u>	Division/Section:	<u>Behavioral Health Services (BHS)</u>
		Deputy Director:	
Address:	<u>434 Ellis Street</u>	DPH Administrator:	<u>Hillary Kunins</u>
	<u>San Francisco, CA 94102</u>	Program Administrator:	<u>Robertson Somuah</u> Phone: <u>802-324-4904</u>
Contact:	<u>Dr. Gina Fromer</u> Phone: <u>415-674-6019</u>	Contract Analyst:	<u>M Teresa García</u> Phone: <u>628.271.7413</u>

Request for approval of a New Grant Agreement with Glide Foundation to perform culturally rooted overdose prevention, health education and intervention, and recovery services. The total proposed agreement amount is \$1,120,000 which includes a 12% contingency for the term of 7/1/2025 through 6/30/2027 (2 years).

Mark only one for each question below:

1. Vendor Type: ☐ For Profit ☒ Non-Profit ☐ Government Entity
2. Is the Vendor a CMD Certified LBE? ☐ Yes ☒ No
3. Purchasing Authority: ☐ RFP ☒ Sole Source 21.5(e) Pilot Project
4. Does DPH have other existing agreements with this Vendor? ☒ Yes ☐ No
If yes, approximately how many years has DPH been doing business with this Vendor? Provide explanation, as needed. 10+

AGREEMENT INFORMATION

Proposed Transaction

7/1/2025 to 6/30/2027

FUNDING SOURCES:

Opioid Settlement Funding (100%)

TOTAL DPH REVENUES:

Initial Year	All Ongoing Years <i>exclude initial year</i>	Total
\$500,000	\$500,000	\$1,000,000
\$500,000	\$500,000	\$1,000,000

12% Contingency Amount

TOTAL AGREEMENT AMOUNT WITH CONTINGENCY:

\$60,000	\$60,000	\$120,000
<u>\$560,000</u>	<u>\$560,000</u>	<u>\$1,120,000</u>

ONE-TIME COSTS:

ANNUAL AMOUNT WITHOUT CONTINGENCY*:

\$500,000	\$500,000	\$1,000,000

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PROPOSED UNITS OF SERVICES

Year 1

Mode(s) of Service & Unit of Service (UOS)/ Number of Contacts (NOC) Definition	Number of Clients <input checked="" type="checkbox"/> Duplicated <input type="checkbox"/> Unduplicated	Number of Units/ NOC	Total Unit Cost
Start Up Activities 1 UOS = 1 month of ramp-up services x 3 months (July, August, September). Services to begin 10/1/25. UOS= 3	0 Recruitment, hiring, program space remodeling, marketing and communication activities, Salesforce data capture build	3	300 Total UDC 1,795 Total UOS \$279 (Cost Reimbursement) per unit for all the services provided, including 1 on 1 Counseling, grooming services, support groups etc.
Staff Onboarding and Training 1 UOS = 1 month of ramp-up onboarding and training new staff x September. Staff can begin 9/1/25. UOS= 1	0 4.5 FTE new staff onboard 9/1/25 for orientation, training, and community outreach activities to prepare for launch	1	
Professional Grooming Services 1 UOS = 1 haircut or beard trim UOS =990	300 (22 hours of grooming service per week x 40 weeks)/40 minutes per grooming session = 1,320 UOS Account for 25% contingency for staff absences/vacancies, cancellations, closures, etc.: 1,320 UOS x 75% = 990 UOS for the 9 months of direct service *9 months of direct service projected for Year 1 = 40 weeks	990	

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Support Groups and/or Education Sessions1 UOS = 1 participant group attendance UOS= 300	50 2 culturally responsive support/recovery groups per week x 40 weeks x average of 5 attendees per group=400 UOS - contingencies of 15% (closure dates, loss of staffing, cancellations, etc.) Account for 25% contingency for staff absences/vacancies, cancellations, closures, etc.: 400 UOS x 75% = 300 UOS for the 9 months of direct service	300	
1:1 Counseling, Resource Navigation and Advocacy, Case Management Activities 1 UOS = 1 one-on-one session with client UOS= 300	100 5 individual client engagements/week x 2 staff x 40 weeks = 400 UOS Account for 25% contingency for staff absences/vacancies, cancellations, closures, etc.: 400 x 75% = 300 UOS for 9 months of direct service *9 months of direct service projected for Year 1 = 40 weeks	300	
Linkage to Care 1 UOS = 1 linkage (warm hand-off) to internal/external providers UOS =200	100 2 linkages per client x 100 clients	200	
Peer Leadership Cohort Engagement1 UOS = 1 cohort (6 weeks per cohort) UOS=1	6 1 cohort x 8 recruited participants (anticipating 25% attrition) = 6 participants for majority participation.	1	

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Year 2

Mode(s) of Service & Unit of Service (UOS)/ Number of Contacts (NOC) Definition	Number of Clients <input checked="" type="checkbox"/> Duplicated <input type="checkbox"/> Unduplicated	Number of Units/ NOC	Unit Cost
Professional Grooming Services 1 UOS = 1 haircut or beard trim UOS = 1200	350 22 hours of grooming service per week x 52 weeks)/40 minutes per grooming session = 1,716 UOS Account for 25% contingency for staff absences/vacancies, cancellations, closures, etc.: 1,716 UOS x 75% = 1,287 UOS for 12 months of direct service	1,287	350 Total UDC= 2,178 Total UOS \$230 (cost reimbursement) per unit for all the services provided, including 1 on 1 Counseling, grooming services, Support groups etc.
Support Groups and/or Education Sessions 1 UOS = 1 participant group attendance UOS=390	50 2 culturally responsive support/recovery groups per week x 52 weeks x average of 5 attendees per group x = 520 UOS. Account for 25% contingency for staff absences/vacancies, cancellations, closures, etc.: 520 x 75% = 390 UOS for 12 months of direct service	390	
1:1 Counseling, Resource Navigation and Advocacy, Case Management Activities 1 UOS = 1 one-on-one session with client UOS= 390	100 5 individual client engagements/week x 2 staff x 52 weeks = 520 UOS Account for 25% contingency for staff absences/vacancies, cancellations, closures, etc.: 520 x 75% = 390 UOS for 9 months of direct service *9 months of direct service projected for Year 1 = 40 weeks	390	

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Peer Leadership Cohort Engagement 1 UOS = 1 cohort (6 weeks per cohort) UOS= 1	6 1 cohort x 8 recruited participants (anticipating 25% attrition) = 6 participants for majority participation.	1	

Purpose of Agreement:

GLIDE's The Shop/Shop Talk serves as a culturally relevant, low-barrier, peer-led intervention for older Black and African American men in San Francisco, utilizing the barbershop model to engage participants in overdose prevention, substance use treatment, community building, health education, and behavioral health support. The program aims to reduce overdose deaths, increase linkages to care, and promote whole-person wellness through a trusted, culturally relevant therapeutic environment. Glide Foundation welcomes and serves all ethnicities and populations within San Francisco with focused expertise to meet the unique cultural needs of Older Black/African American (B/AA) men ages 50+, residents who use drugs and are disproportionately impacted by fatal opioid overdoses particularly those living or spending time in the Tenderloin and surrounding neighborhoods, who also experience social isolation and substance use disorders.

This contract is a direct response to the public health crisis of opioid overdose deaths among older African American men in San Francisco's Tenderloin neighborhood. By integrating grooming services, social engagement, and substance use prevention and treatment, the program provides a holistic approach to reducing overdose deaths and addressing social isolation. Partnering with the Glide Foundation, a trusted community organization with a decades-long commitment to serving the African American community, ensures that the program is rooted in cultural competence and has the community's trust, which is critical to its success and the broader goal of reducing health disparities in this vulnerable population. Additionally, effective service delivery requires staff who reflect the cultural backgrounds and lived experiences of the populations they serve. This community organization possesses a longstanding history of community trust and staff who demographically represent the priority population, which will facilitate trust, communication, and shared cultural understanding. Lastly, licensed barbering and grooming are critical components of the Barbershop service model used in this initiative, which has had successful public health applications as a low-barrier access point for providing services to the Black/African American community.

GLIDE's mission is to create a radically inclusive, just, and loving community mobilized to alleviate suffering and break the cycles of poverty. Additionally, Glide Foundation's Integrated Services Model (e.g. behavioral

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health and substance use treatment options), makes the Shop/Shop Talk a good fit in meeting people where they are and connecting the priority population to a gamut of services, including contingency management and an array of substance use disorder services and linkages to other forms of services which promotes a whole person wellness.

Monitoring Report/Program Review & Follow-up:

This Agreement will receive annual monitoring through the DPH Business Office of Contract Compliance (BOCC), including for performance and fiscal stability.

Listing of Executive Director and Board of Directors:

**Executive
Director:**

Dr. Gina Fromer

**Board of
Directors:**

Mary Glide, Board Chairperson	Tracy Layney
Logan McDonnell, Vice Chairperson	
Harold Collard, Treasurer & Secretary	
Lynn Brinton	Hydra Mendoza
Chris Cimino	Romney Resney
Emily Cohen	Del Seymour
Paula Collins	Lesly Simmons
Charlie Crompton	Malcolm Walter
Cheryl Flick	Ross Weiner
Erika Lawson	Allison Magee