



Pierce County BH Tax RFP Bidder's Conference

February 16th, 2022

10am

Welcome

Housekeeping:

- This meeting is being recorded and will be posted on the RFP website.
- Questions: Raise your hand (preferred) or ask in chat. Any chat questions will be addressed verbally.
- Outstanding Questions: We will post on the website after the meeting.
- Please place your name, organization, and email in the chat.

General Information

Combined funding from the Behavioral Health Tax and the Liquor Tax

BH Tax: Revenue for this tax may be used to fund mental health, substance use disorder, and therapeutic court treatment programs and services.

Liquor Tax: Revenue for this tax may be used to fund substance use disorder treatment provided by agencies licensed by the Department of Health.

Proposers do not need to state from which tax they are seeking funding.

Contract Period

18-month contracts for first funding period: July 1, 2022 – December 31, 2023

Available Funding

Approximately \$18,700,000

No min or max requests: agencies should request reasonable funding for their project considering the funding period and amount of funding available.

Technical Requirements

Due **March 11, 2022** no later than 4:00 PM.

20 pages or less (not including attachments)

See other requirements on page 11 of the RFP

Submit to Kristy.lysell@piercecounitywa.gov with RFP #, Proposal Title, and the Bidder's name in the subject line.

Must include the following attachments:

Evaluation Worksheet (Exhibit A)

Budget Worksheet (Exhibit B)

Completed and Signed Cover Page (Exhibit D)

No Hard copies.

Timeline

Proposals Due	March 11, 2022 by 4:00 PM
Proposal Review/Evaluation Period	March 14 to April 11, 2022
Interviews	April 4 to April 6, 2022
RFP Award Notification (Pending Council approval)	April 2022
Contract Negotiation and Execution	May 1 to June 30, 2022
Services Intended to Begin (Anticipated Date)	July 1, 2022

Agency Eligibility

- Both Public and Private providers of mental health and behavioral health treatment and services.
- Organizations providing treatment must employ individuals licensed by the DOH to perform services within the scope and expertise of the services being proposed as applicable.
- All licensed individuals must maintain their licensure through the duration of the project.
- Individuals and/or Organizations must have no history of having license revoked or being found guilty of patient abuse or neglect in the last 5 years.
- All criteria applies equally to subcontractors.

Services Eligibility

- Must be used to provide mental health, substance use disorder, and therapeutic court treatment and services.
- Funds must **not** supplant Medicaid services or Medicaid rates.
- May **not** be used for capital projects.
- All contract payment structures will be based on work completed or costs expended.
- Contract success will be tied to specific, agreed-upon metrics.
- All contracts will contain a value-based metric: up to 10% of the amount of billed services will be reserved for contractor meeting an agreed upon metric.

Purpose and Scope

Programs funded under this RFP must identify at least one of the categories below:

- Community Education
- Prevention and Early Intervention
- Outpatient and Community-Based Services
- Crisis and Inpatient Services
- Services for Justice-Involved Populations
- Housing Supports (for those with behavioral health needs)

The County encourages bidders to propose innovative and effective service programs that meet the needs identified in the BHIP.

Scoring and Selection Process

All proposals will be reviewed by County staff for completeness and adherence to technical requirements. Those responses that pass the initial review will be evaluation by evaluation panel.

- The Evaluation Committee will be made up of members of the BHAB.
- Proposals will be scored based on responses to questions found in the RFP and rated from highest to lowest.
- The County reserves the right to award contracts to Bidders whose programs fulfill a regional need though other proposals may have received a higher score.
- All eligible Bidders will be interviewed by the scoring panel **April 4-6, 2022.**
(Individual dates and times TBD)
- The Director of Human Services will review and approve the apparently successful Bidders before submitting final recommendations to the Pierce County Council.

PROPOSAL EVALUATION WORKSHEET

INSTRUCTIONS:

Please read these steps carefully, as they will assist you in completing the Evaluation Worksheets. These worksheets follow a Logic Framework approach. Information flows from left to right within the table. Only complete sections of the Logic Framework that are applicable for your project type.

1. Carefully review the table of “**Definitions**” and become familiar with the terminologies used; examples are provided.
2. Provide a brief statement of the **Overall Project Goal / Scope of Work (Row A)** as it relates to the Project Design that was outlined within the RFP Project Description earlier in the application. This will stay the same across all Worksheets.
3. Define the project’s **SMART Objectives (Column B)** for reaching the desired program results.
4. Identify the project’s **Outcomes (Column C)** and the impacts made as a direct result from individuals participating in a program Activity. Outcomes may relate to behaviors, skills, knowledge, attitudes, values, or other changes that have occurred. If none, state N/A.
5. Define the project’s **Outputs (Column D)** or volume of work being produced to complete an Activity. If none, state N/A.
6. List the project **Activities (Column E)** that will be carried out to accomplish the Goal.
7. Determine if your project can establish a **Baseline (Column F)** to compare outcome-related measures against prior to services being offered. Note: this may not be applicable to all projects.
8. Specify what **Indicators (Column G)** the project will utilize to determine if an outcome has been achieved.
9. Identify desired **Target (Column H)** for the Outcome Indicator to reach. Please list only ONE.
10. List from where the project will obtain data in **Sources of Verification (Column I)**.

Definitions

Terminology	Definition	Example
Overall Project Goal / Scope of Work:	A broad statement or desired, longer-term, impact of a project. A project can have one or multiple <i>Goals</i> . Each <i>Goal</i> has one or multiple related specific <i>Objectives</i> that, if met, will collectively achieve its stated <i>Goal</i> .	Provide advanced in-person Crisis Intervention Training (CIT) to all personnel by year end 2022. Establish an annual CIT training and recertification program allowing new and existing personnel to maintain certification.
SMART Objectives	The <i>SMART Objectives</i> outline your project’s strategy for reaching its desired program result. A program can have one or multiple <i>Objectives</i> . Specific, Measurable, Achievable, Realistic, Time-bound	<ul style="list-style-type: none"> • Provide initial CIT training to 700 personnel by 2022. • Establish a recertification process for CIT training by year-end 2023.
Outcome:	<i>Outcomes</i> can be in participant satisfaction; knowledge, attitude, skill; practice or behavior; overall problem; or a measure of return-on- investment or cost-benefit. Identify any measures that are “fidelity” measures for an evidence-based practice that occur <u>as a result of an Activity</u> .	<ul style="list-style-type: none"> • In relation to crisis interventions: reduce use of force; reduce number of arrests; reduce staff related injuries.
Output:	<i>Outputs</i> are the direct results of your <i>Activity</i> and are often short term and countable. <i>Outputs</i> are tangible products, services, and interventions which serve to achieve your <i>Goal</i> .	<ul style="list-style-type: none"> • Have 100% personnel attend training annually. (# served)
Activities:	Activities are actions taken, work performed, services provided, or tasks completed. Program <i>Activities</i> result in <i>Outputs and Outcomes</i> .	<ul style="list-style-type: none"> • Provide trainings • Administer pre and post surveys • Reach out to personnel directly who have not completed their recertification process.
Baseline:	The status of services or outcome-related measures <u>before</u> an intervention begins in which progress can be assessed or comparisons made against.	Prior to program implementation: <ul style="list-style-type: none"> • # of personnel who completed training. • # of training hours completed. • In relation to crisis interventions: use of force; # of arrests; # staff related injuries.
Indicators:	<i>Indicators</i> are quantitative or qualitative measurements which provide a reliable way to measure changes connected to an <i>Outcome or Output</i> . The purpose of an <i>Indicator</i> is to determine if an <i>Outcome or Output</i> has been achieved. Actual recorded data from a data source.	<ul style="list-style-type: none"> • Results from pre and post survey. • Class attendance and hours administered. • Data obtained from SouthSound911, CAD, and personnel self-report.
Targets:	<i>Targets</i> are the desired value or direction for progression for <i>Outcomes and Outputs</i> as shown by the <i>Indicators</i> .	<ul style="list-style-type: none"> • Provide training to 700 personnel. • In relation to crisis interventions: reduce use of force; reduce number of arrests; reduce staff related injuries by 25%.
Source(s) of Verification:	Describes the data source that will be used to check that the project has brought about changes as shown by <i>Indicators</i> and <i>Targets</i> . How and from where will data be collected?	Data will be obtained from: <ul style="list-style-type: none"> • Class attendance & hours administered. • SouthSound911, CAD, & personnel self-report. • Pre and post surveys measuring knowledge, attitude, and skills.

Part 1: County Defined Metrics

*2022 NEW GRANT PROPOSAL EVALUATION WORKSHEET
PART 1: COUNTY DEFINED METRIC*

EXAMPLE

AGENCY: ABC Police Academy PROJECT NAME: Policing 101 DATE: MM/DD/YYYY

A. Overall Project Goal / Scope of Work:	Provide advanced in-person Crisis Intervention Training (CIT) to all personnel by year end 2022. Establish an annual CIT training and recertification program allowing new and existing personnel to maintain certification.						
B. SMART Objectives	C. Outcomes	D. Outputs	E. Activities	F. Baseline (only if applicable)	G. Indicators	H. Target (only if applicable)	I. Source(s) of Verification
ABC Police Academy will collect demographic data on all persons receiving training throughout the duration of the grant performance period.	(Leave Blank)	# of Clients Served: # Medicaid Served: # Non-Medicaid Served: # of New Clients Episodes of Care: # Non-Medicaid Service Hours Provided: # Non-Medicaid Services: Non-Medicaid Service Types Provided: # of Medicaid Service Hours: Zip code: Referral Source: Health Insurance Type: Age Race Ethnicity Gender Housing Status Veteran Status Employment Status	Conduct surveys prior to training that will collect the data to generate the Outputs requested	No baseline data applicable to the Outputs requested.	Results from pre-surveys. (completeness)	No Targets applicable to the Outputs requested.	Data from personnel surveys. Data will be entered into StaffLogX90 database for tracking purposes.

Part 2: Project Defined Metrics

*2022 NEW GRANT PROPOSAL EVALUATION WORKSHEET
PART 2: PROJECT DEFINED METRICS*

EXAMPLE

AGENCY: ABC Police Academy PROJECT NAME: Policing 101 DATE: MM/DD/YYYY

A. Overall Project Goal / Scope of Work:	Provide advanced in-person Crisis Intervention Training (CIT) to all personnel by year end 2022. Establish an annual CIT training and recertification program allowing new and existing personnel to maintain certification.						
B. SMART Objectives	C. Outcomes	D. Outputs	E. Activities	F. Baseline (only if applicable)	G. Indicators	H. Target (list ONE only)	I. Source(s) of Verification
Provide initial CIT to 700 personnel and new staff by 2022.	<ul style="list-style-type: none"> n/a 	<ul style="list-style-type: none"> Have 100% personnel attend training annually. (# served) 	<ul style="list-style-type: none"> Provide trainings Take class attendance 	Prior to program implementation: # of personnel who completed training. # of training hours completed.	<ul style="list-style-type: none"> Class attendance and hours administered. 	<ul style="list-style-type: none"> Provide training to 700 personnel. 	<ul style="list-style-type: none"> Class attendance & hours administered.
Establish a recertification process for CIT by year-end 2023.	<ul style="list-style-type: none"> In relation to crisis interventions: reduce use of force; reduce number of arrests; reduce staff related injuries. 	<ul style="list-style-type: none"> n/a 	<ul style="list-style-type: none"> Provide trainings Administer pre and post surveys 	Prior to program implementation; In relation to crisis interventions: # use of force # of arrests # staff related injuries.	<ul style="list-style-type: none"> Results from pre and post survey. Data obtained from SouthSound911, CAD, and personnel self-report. 	<ul style="list-style-type: none"> In relation to crisis interventions: reduce use of force; reduce number of arrests; reduce staff related injuries by 25%. 	<ul style="list-style-type: none"> SouthSound911, CAD, & personnel self-report. Pre and post surveys measuring knowledge, attitude, and skills.

Part 3: Value Based Component

2022 NEW GRANT PROPOSAL EVALUATION WORKSHEET
PART 3: VALUE-BASED COMPONENT

EXAMPLE

AGENCY: ABC Police Academy PROJECT NAME: Policing 101 DATE: MM/DD/YYYY

A. Overall Project Goal / Scope of Work:	Provide advanced in-person Crisis Intervention Training (CIT) to all personnel by year end 2022. Establish an annual CIT training and recertification program allowing new and existing personnel to maintain certification.						
B. SMART Objective	C. Outcomes	D. Outputs	E. Activities	F. Baseline (only if applicable)	G. Indicators	H. Target (list ONE only)	I. Source(s) of Verification
All personnel will complete CIT on an annual basis.	<ul style="list-style-type: none"> n/a 	<ul style="list-style-type: none"> # of staff who completed trainings # of training hours # of trainings hosted 	<ul style="list-style-type: none"> Provide trainings Track # of trainings provided Track # of hours of training provided Reach out to personnel directly who have not completed their recertification process. 	<ul style="list-style-type: none"> # of personal in agency # of personnel who completed CIT training. 	<ul style="list-style-type: none"> Class attendance records # of training hours administered. 	<ul style="list-style-type: none"> 100% personnel complete CIT training annually. 	<ul style="list-style-type: none"> Class attendance records # of training hours administered. <p>Data will be entered into StaffLogX90 database for tracking purposes.</p>

Program Evaluation

All Contractors must participate in regular evaluation with the County.

- Monthly and Quarterly Reporting based on the Evaluation Worksheet.
 - Monthly Reporting Metrics: County-defined metrics required by all programs as applicable.
 - Quarterly Reporting Metrics: Include 3 outcome/output-based metrics and 1 value-based metric.
- Narrative: Quarterly Narrative Report describing the progress of and/or barriers to program success.
- Annual Site Visits to monitor program progress in more detail.
- Other auditing as deemed necessary by the County.

Program Evaluation

Hope is in the Healing				
Life is Good Behavioral Health				
SC-987654				
MONTH OF REPORT	January	February	March	QTR 1 2022
Report Due Date	2/21/2022	3/21/2022	4/21/2022	4/21/2022
Total # of NEW Client Episodes of Care	0		0	0
Total # of Clients Served	0		0	0
# Unduplicated High Utilizer Clients Served				0
# Service Types Provided				
Outreach				0
Mental Health Treatment				0
Psychiatric Treatment				0
Resource Connections / Referral Support				0
Case Management				0
Other (please list)				0
Total # of Service Hours Provided				0
Referral Sources				
Law Enforcement				0
School District				0
Courts				0
Self/Family				0
Other (please list)				0
# of Contacts with Crisis System while in the				0
Client Zip Codes (choose from drop down, add more rows if needed)				
98405				0
				0

2022 QUARTERLY EVALUATION				QTR1 2022 4/21/2022
Total # of unduplicated clients served				0
% Reduction in ED visits from the time of intake until discharge reporting Q90D.				
% Decrease in PHQ-9 score from the time of intake until discharge reporting Q90D				
% of Clients reporting being "Very Satisfied" with services on ABC Satisfaction Survey reported Q90D				

Questions?