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TUESDAY, AUGUST 30TH, 2016.
LAC DMH MANDATORY PROPOSERS' CONFERENCE
TO PROVIDE SUPPORTIVE SERVICES
TO CALWORKS PARTICIPANTS AND
HOMELESS FAMILY SOLUTIONS SYSTEM SERVICES
155N. OCCIDENTAL BOULEVARD,
LOS ANGELES, CALIFORNIA 90026.

CAPTIONED BY TOTAL RECALL CAPTIONING INC.
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PANELISTS

WENDI TOVEY, LCSW, ACTING DEPUTY DIRECTOR.
MYLES KANG, MPA, FINANCIAL SERVICES BUREAU.
CARRIE ESPARZA, PSY.D.CALWORKS PROGRAM MANAGER.
DOLORESE DANIEL, LCSW, CALWORKS DISTRICT CHIEF.
DARLESH HORN, MPP

QUESTIONS AND ANSWERS FOR CALWORKS RFP: BID#DMH072816B1

>> DOLORESE DANIEL: THANK YOU, DARLESH.

SO WE'VE COVERED PRETTY MUCH THE OVERVIEW, THE DIAGRAM, THE FINANCIAL INFORMATION AND INFORMATION YOU NEED FOR THIS R.F.P.S? WE'VE PROVIDED TO SUBMIT QUESTIONS IN ADVANCE. WE DIDN'T GET MANY BY THE 15TH BUT THEY KEPT POURING IN. WE HAVE 45 QUESTIONS THAT WE HAVE PREPARED RESPONSES FOR. AT 5:30, WE'VE RECEIVED MORE.

SO I'M GUESSING IF YOU ARE IN THE AUDIENCE, AND I HOPE YOU ARE, THAT YOU HAVE THE OPPORTUNITY AT THE END OF Q&A SECTION.

I WILL BE SPEAKING ABOUT THE PRE-PREPARED RESPONSES FOR THE QUESTIONS THAT WE'VE RECEIVED EARLIER.

AND HOPEFULLY YOU WILL HAVE AN OPPORTUNITY TO ASK SOME OF THE QUESTIONS. IF BY CHANCE WE RUN OUT OF TIME BECAUSE WE HAVE HFSS RFP PROGRAM TO GO THROUGH, WE WILL END WITH THE QUESTIONS.

AND FOR ALL OF YOUR QUESTIONS, WE HAVE A FORM AND THE STAFF WILL TAKE THOSE AND WE WILL PREPARE RESPONSES THAT WILL SUBMIT TO YOU BY THE DATE OF SEPTEMBER 7TH -- 15TH, I THINK.

I'M WITH DARLESH. IF WE SAY SOMETHING THAT DOESN'T MAKE SENSE, IT'S THE POSTED DATE YOU GO BY. SO BEAR WITH US.

FIRST QUESTION.

>> Q: FOR THIS PROPOSAL, ARE THE PARTICIPANTS OF CalWORKs REFERRED

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TO THE AGENCY?

IF SO HOW MANY PARTICIPANTS ARE EXPECTED TO BE SERVED IN A DAY OR A MONTH BY AN AGENCY?

>> Q: IS THE FUND AMOUNT \$538,788 FOR EACH YEAR OR A TOTAL AMOUNT FOR THREE YEARS.

IS THIS PROJECT RENEWED UP TO 3 YEARS?

G.A.I.N. WORKERS MAKE REFERRALS. AND THEY ARE THE FUNDERS OF CALWORKS FOR DEPARTMENT OF MENTAL HEALTH AND THEY IDENTIFY AND SEND TO OUR THEIR PARTICIPANTS TO THE DMH CLINICS. OUR CONTRACTORS THEN DIRECTLY OPERATE IN.

HOW MANY TO BE SERVED?

THE AGENCY MAKES THAT DETERMINATION.

THE FUND PER SERVICE AREA AS LISTED IN R.F.P. IT'S FOR ONE YEAR AND THE RFP IS FOR 3 YEARS SO THAT WOULD BEGIN HOPEFULLY IF EVERYTHING GOES WELL BEGIN IN JULY 17, 2017 AND END IN 2020 AND WE WILL HAVE THIS FUND AGAIN.

NEXT QUESTION, RFP 3.14 (P7) WHAT DOES IT MEAN BY "INTEGRATED MENTAL HEALTH SERVICES" SPECIFICALLY?

YOU HAVE THE GENERAL, PLEASE READ, SOME OF THE QUESTIONS ARE LONG AND I'M GOING TO TOUCH ON THE KEY POINTS OF THE QUESTIONS.

IN CASE YOU SEE I'VE MISSED A COUPLE LINE AND PROVIDE A RESPOND.

PRETTY MUCH WHAT IS INTEGRATED MENTAL HEALTH SERVICES?

THIS AGENCY IS ASKING AND DOES IT INCLUDE INDIVIDUAL/GROUP PSYCH SERVICES.

OUR RESPONSE IS ALL TRADITIONAL MENTAL HEALTH SERVICES INCLUDED IN VIDEO GROUPS, PSYCHOTHERAPY, MEDICATION, MEDICATION SUPPORT, COLLATERAL AND REHABILITATION SERVICES.

THE NEXT ONE AND FOR THE THIRD. THE DEFINITION THAT I JUST PROVIDED IT COVERED THE THREE QUESTIONS.

WHOEVER ASKED THOSE QUESTIONS, DOES THAT MAKE SENSE TO YOU?

OKAY. THANK YOU.

NEXT ONE. RFP 3.1.4.

HOW MANY BROUGHT YOUR RFP BOOK TODAY? ALL RIGHT. WE HAVE A CLASS TODAY.

>> AUDIENCE MEMBER: ON THE PRIOR QUESTION TO MEDICAL, ARE YOU TALKING ABOUT PHYSICAL?

>> DOLORESE DANIEL: RIGHT. IT'S PHYSICAL IMPAIRMENT. WE ARE TASKED WITH SEEING CLIENTS WITH PSYCHIATRIC DISABILITIES.

IT'S SPECIFICALLY FOR PSYCHIATRIC DISABILITIES.

THANK YOU.

CONTRACTING WITH A PRIVATE OR PUBLIC ENTITY, DOES THAT INCLUDE CONTRACTS WITH LAC DMH AND/OR PROVIDE AN EXAMPLE.

THE FIRST ONE IS YES. CONTRACT WITH LAC DMH AND EXAMPLES -- STUDENT TRAINING UNIVERSITY AFFILIATIONS AND WILL USE AND DIRECT

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SERVICES WITH OTHER LEGAL ENTITIES. THAT'S AN EXAMPLE.

RFP 3.16 MINIMAL EDUCATION REQUIREMENT OF A MASTER'S DEGREE IN THEIR CLINICAL DISCIPLINE.

DOES THIS MINIMAL EDUCATIONAL REQUIREMENT MEAN POSTGRADUATES ONLY?

CAN I INCLUDE CURRENT GRADUATE STUDENTS IN THEIR RELATED FIELD? THE FIRST ANSWER IS NO.

THE SECOND, WE ARE REQUIRED MINIMUM EDUCATIONAL EXPERIENCE OF HAVING A MASTER'S DEGREE. POSTGRADUATE IN THEIR FIELD CAN BE INCLUDED.

WE'VE HAD CALWORKS FOR 15 YEARS, AND WE HAVE C.I.M.H. FORMAL AND C.I.B.A.S. HAS BEEN PARTICIPANT FOR THE LAST TEN YEARS, AND WHAT THEY'VE FOUND THE COMPLEXITY WITH THE PARTICIPANTS, THEY COME WITH MULTIPLE BARRIERS. RETENTION CONTINUES TO BE A PROBLEM AND ONE OF THE RECOMMENDATIONS IS THAT COUNTY-WIDE, WHICH INCLUDE DIRECTLY OPERATED AGENCIES, THE RESEARCH INDICATES THAT IN TURNS ALL HAVE STRUGGLED WITH COMPLEXITY OF THE NEEDS OF CALWORKS PARTICIPANTS.

AND WE TOOK THAT RECOMMENDATION AND MOVED FORWARD TO HAVE GRADUATE STUDENTS ONLY.

NEXT. THE DOCUMENT HAD LEGAL ENTITY AS PROVIDING SERVICES.

WHAT IS THE DEFINITION OF LEGAL ENTITY?

MY AGENCY IS A NON-PROFIT WITH AN ANNUAL REVENUE OF AROUND 1 MILLION. IF WE ARE NOT CONSIDERED AS L.E.

SO THE DEFINITION OF LE IS IT'S A MENTAL HEALTH PROVIDER LEGAL SCHEDULE MAYBE AN ASSOCIATION, CORPORATION, PARTNERSHIP, SOLE PROPRIETORSHIP RECOGNIZED BY THE STATE OF CALIFORNIA.

THE TERM ORGANIZATION AGENCY COMPANY AND CONTRACTOR MAYBE USED INTERCHANGEABLY AS L.E.

AND IF WE ARE NOT CONSIDERED AN L.E., ARE WE ELIGIBLE TO SUBMIT? YES.

NEXT QUESTION.

MINIMUM MANDATORY REQUIREMENTS.

PROPOSER'S MUST HAVE FIVE YEARS OF DEMONSTRATED EXPERIENCE IN CONTRACTING WITH EITHER A PRIVATE OR PUBLIC ENTITY PROVIDING MENTAL HEALTH SERVICES.

IF THE PROPOSAL ITSELF HAS 5 YEARS EXPERIENCES OF MENTAL HEALTH SERVICES SATISFY 3.4, DOES IT NEED TO DEMONSTRATE 3.15?

YES, YOUR RESPONSES MUST MEET THE REQUIREMENTS AS STATED IN THE RFP.

THERE'S A QUESTION FOR 3.1.4.

THERE'S A QUESTION FROM 3.1.5.

AND THE DIFFERENCE IS ONE IS SPECIFIC TO INDIVIDUALS AND FAMILIES AND THE SECOND IS TO DISTINCT TO PRIVATE AND PUBLIC ENTITIES.

SO THAT'S THE DISTINCTION.

NEXT.

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PROPOSAL SUBMISSION REQUIREMENT SECTION 7.8.1.A COVER PAGE STATES IT MUST ALSO INDICATE THE SERVICE AREA IN WHICH THE PROPOSED SERVICE WILL BE PROVIDED.

DO WE SUBMIT A SEPARATE APPLICATION FOR EACH SERVICE AREA IN WHICH WE WISH TO PROVIDE SERVICES OR DO WE DO A SINGLE APPLICATION FOR ALL SERVICE AREAS?

I THINK WE DECIDED TO GROUP THEM.

YES, YOU CAN GROUP THEM.

NO? OKAY.

YOU GUYS ARE READING YOUR MANUAL. HOLD ON.

OKAY. WHICH ONE IS THIS NOW?

>> CARRIE ESPARZA: PROPOSERS ARE REQUIRED TO SUBMIT INDIVIDUAL PROPOSAL FOR EACH SERVICE AREA IN WHICH THEY WISH TO PROVIDE SERVICES.

>> DOLORESE DANIEL: I'M GOING TO SAY PAGE 27.

PROPOSALS ARE REQUIRED TO SUBMIT INDIVIDUAL PROPOSAL AREA. THAT'S AN ERROR. THEY CANNOT BE GROUPED.

ONE AGENCY CAN SUBMIT SEVERAL PROPOSALS FOR EACH SERVICE AREA.

SO THAT'S THE CLARIFICATION FOR THAT QUESTION HERE.

THANK YOU. YOU GUYS ARE REALLY ON TASK HERE.

PROPOSER'S PERFORMANCE HISTORY, PAGE 33.

PROPOSER MUST SUBMIT THREE SIGNED LETTERS OF REFERENCE.

CAN WE USE OUR G.A.I.N. OFFICE?

AGAIN, OUR POSITION IS THAT PROPOSER CAN SELECT TO USE ANY REFERENCE THAT THEY SELECT AS LONG AS IT MEETS THE REQUIREMENTS.

SO IT'S UP TO THE INDIVIDUAL PROPOSER TO DECIDE WHICH AGENCY THAT THEY CAN USE FOR REFERENCES.

NEXT.

>> AUDIENCE MEMBER: IS THAT YES?

>> DOLORESE DANIEL: THE PROPOSER HAS THE OPTION TO SELECT THAT THEY DEEM IMPORTANT. YES, IT'S UP TO YOU.

WITH THE EXCEPTION OF DMH AND I THINK IT'S NOTED IN THE RFP.

>> CARRIE ESPARZA: THIS IS THE ONE EVERYBODY WANTED.

>> DOLORESE DANIEL: THE FILL-ABLE FORMS. THAT'S AN EASY ONE. WE TALKED TO THE CONTRACT STAFF, NO, THERE WON'T BE ANY FILL-ABLE FORMS WITH EXCEPTION OF EXHIBIT 14 AND 15. THEY WILL BE UPDATED ALONG WITH INSTRUCTIONS AND THEY WILL BE LISTED IN THE WEBSITE BY TUESDAY WHICH IS THE 6TH.

EXHIBIT 14 AND EXHIBIT 15.

ONE IS THE BUDGET NARRATIVE AND ONE IS THE PROGRAM DESCRIPTION ALONG WITH INSTRUCTIONS.

BECAUSE MANY HAVE QUESTIONS RELATED TO THESE TWO EXHIBITS, AND THEY WILL BE UPLOADED ON THE WEBSITE AND YOU ARE TO BE FOLLOWED BY THE 6TH WHICH IS A TUESDAY.

ARE CALWORKS AWARDEES REQUIRED TO SUBMIT EXHIBIT 15 AS PART OF

THE APPLICATION?

AGAIN, EXHIBIT 14 AND 15 WILL BE UPLOADED AND REVISED AND ALONG WITH INSTRUCTIONS BY THE 6TH.

NEXT QUESTION. CAN OUR PROPOSAL BE PRINTED DOUBLE-SIDED?

AND WE SAID YES IN ORDER TO COMPLY WITH SOME OF THE GREEN INITIATIVES.

YES.

AND THEY WERE ASKING ABOUT EXHIBITS 2, 3, AND 4 AS WELL AS 14 AND 15, 16.

SHOULD THESE EXHIBITS BE INCLUDED IN BOTH PLACES IN OUR PROPOSAL OR MAYBE PUT IN OUR SECTIONS AND REFER TO THOSE SECTIONS.

CARRIE, CAN YOU COME AND GET THE QUESTIONS FOR ME, PLEASE.

>> CARRIE ESPARZA: PLEASE INCLUDE ALL OF THESE EXHIBITS IN SECTION 7.8.12 REQUIRED FORMS SECTION I.

SO RATHER THAN THE OTHER SECTION, INCLUDE ALL THE REQUIRED FORMS IN SECTION I.

>> DOLORESE DANIEL: WHICH QUESTION ON THIS ONE?

>> CARRIE ESPARZA: IT'S PAGE 4.

>> DOLORESE DANIEL: OKAY.

>> AUDIENCE MEMBER: 14 AND 15 IS SECTION I AND NOTHING IN SECTION F?

>> CARRIE ESPARZA: YES.

>> DOLORESE DANIEL: 14 AND 15 WILL BE IN SECTION I AND THERE WILL BE NOTHING IN SECTION F.

MAY WE INCLUDE EACH SECTION TO SUPPORT OUR PROPOSAL?

>> DARLESH HORN: THERE'S A QUESTION AT THE FRONT.

>> AUDIENCE MEMBER: I THINK YOU ARE GETTING TO IT.

>> DOLORESE DANIEL: KEEP IN MIND WE HAVE PAGE LIMIT TO SECTION. HOWEVER IF YOU WOULD LIKE TO ADD ADDENDUM, IT CAN BE INCLUDED. BUT KEEP IN MIND WE ADHERE TO PAGE SECTION. WE TRY TO CONTAIN MOST IMPORTANT INFORMATION IN THE 15 REQUIRED PAGES.

>> AUDIENCE MEMBER: WILL IT BE REEVALUATED?

>> DARLESH HORN: IF THE EXHIBIT IS LISTED IN THE R.F.P. AS BEING A PART OF A REQUIRED SECTION, PLEASE SUBMIT IT AS A PART OF THAT SECTION ACCORDING TO R.F.P. INSTRUCTIONS.

IF IT'S AN ADDITIONAL SUPPORT OR ATTACHMENT THAT WAS NOT NECESSARILY ASKED FOR BUT YOU WANTED TO SUPPORT IT, YOU CAN ADD IT AS AN ADDENDUM.

>> AUDIENCE MEMBER: AND IT WILL BE EVALUATED?

>> DARLESH HORN: YES.

IF THE EVALUATOR IS ABLE TO LOCATE IT, IF IT'S LOCATED IN A SPECIFIC SECTION.

OUR RECOMMENDATION IS YOU ADD IT OR CLEARLY LABEL IT IN YOUR ADDENDUM SECTION SO THE EVALUATOR CAN IDENTIFY THAT IT IS IN SUPPORT OF

THAT SECTION.

>> AUDIENCE MEMBER: AND IT DOESN'T COUNT AS YOUR PAGE NUMBER?
YOU CAN ADD AS MANY AS YOU WANT?

>> DARLESH HORN: SO WHAT WE'VE DECIDED ON IS YOUR PAGE
LIMITATIONS ARE SPECIFIC TO YOUR NARRATIVE, YOUR RESPONSES TO THE
ACTUAL QUESTIONS.

IF LIKE FOR INSTANCE IN ONE SECTION IT ASKS YOU FOR A COPY OF YOUR
ORGANIZATIONAL CHART, WE ARE NOT INCLUDING THAT AS, YOU KNOW, ONE PAGE
OF YOUR REQUIRED PAGE LIMITATIONS.

THAT PAGE LIMITATION IS SPECIFIC TO YOUR NARRATIVE RESPONSE.

SO JUST KEEP THAT IN MIND THAT IT'S NARRATIVE, BUT IF YOU DO NOT
HAVE THAT ATTACHMENT AND IT SPECIFICALLY ASKED FOR IN INSTRUCTION, WE
ARE LOOKING FOR IT AS WELL.

>> AUDIENCE MEMBER: GOT IT.

>> DOLORESE DANIEL: AND WE'VE BEEN REMINDED THAT THE RECORDER IS
NOT PICKING UP THE QUESTIONS.

WE HAVE TO BE ABLE TO RECORD THE QUESTION. SO WE PROVIDE THE
MOST ACCURATE RESPONSES.

SO PLEASE PUT YOUR HAND UP AND WE WILL PASS THE MICROPHONE
AROUND TO MAKE SURE YOUR ANSWER IS HEARD AND RECORDED SHOULD WE NOT
ABLE TO PROVIDE A RESPONSE TODAY.

>> AUDIENCE MEMBER: THE LETTER OF RECOMMENDATION ARE REQUIRED.
THERE'S THREE OF THEM. THAT'S A 15 PAGE LIMIT.

ARE THOSE TO BE INCLUDED AS AN ATTACHMENT BECAUSE THEY DON'T
COUNT AS A PAGE LIMIT?

THIS IS PAGE 33 OF THE R.F.P.

PROPOSER'S MUST SUBMIT THREE SIGNED LETTER OF REFERENCE. SECTION
3 HAS A 15 PAGE LIMIT.

SO THOSE THREE LETTERS ARE EMBEDDED TO THAT?

>> DOLORESE DANIEL: YOU CAN ADD THEM AND THEY WOULD NOT BE
COUNTED FOR LETTERS OF REFERENCE.

THE ORGANIZATIONAL CHART WILL NOT BE COUNTED. IT CAN BE ADDED TO
THE END OF THE SECTION.

>> AUDIENCE MEMBER: LET'S SAY -- SO WE HAVE A 52-PAGE COUNT FOR MY
NARRATIVE.

LET'S SAY I DON'T USE FOR MY EXECUTIVE SUMMARY.

IS IT PAGE LIMIT PER SECTION?

SO I CAN --

>> DOLORESE DANIEL: YES. SOME PEOPLE MAY NEED MORE AND SOME
PEOPLE MAY NEED LESS.

>> AUDIENCE MEMBER: BUT I CAN'T GO MORE THAN 6 PAGES?

>> DOLORESE DANIEL: YOU MUST ADHERE TO THE MODEL. TEN FOR
EXAMPLE, THAT'S NOT CORRECT.

SO YOU HAVE TO LOOK AT R.F.P. AND YOU WANT TO SUBMIT 6, THAT'S FINE.

YOU ARE NOT PENALIZED FOR NOT MEETING THE PAGE REQUIREMENTS.

>> AUDIENCE MEMBER: BUT YOU CAN'T -- WHAT YOU ARE SAYING IS YOU CAN'T SHARE THE PAGE.

>> DOLORESE DANIEL: NO.

IT MUST MAINTAIN THE AMOUNT IN THE PAGE REQUIREMENT.

>> AUDIENCE MEMBER: THANK YOU.

>> AUDIENCE MEMBER: I HAVE TWO QUESTIONS. FIRST, ARE WE EXPECTED TO EMPLOY EXISTING CALWORKS PARTICIPANTS WHILE DELIVERING MENTAL HEALTH SERVICES TO THEM?

>> DOLORESE DANIEL: I THINK IN R.F.P. WE ASKED FOR PREFERENCE TO G.A.I.N. PARTICIPANTS.

IT'S NOT AN EXPECTATION TO EMPLOY. LET'S SAY YOU WANT TO DO PEER SUPPORT AND YOU HAVE PARTICIPANTS WHO YOU SERVED IN YOUR CLINIC AND YOU WOULD LIKE TO SEE THAT PERSON GIVEN SOME PREFERENCE BUT NOT HIRING PARTICIPATING.

>> AUDIENCE MEMBER: SECOND QUESTION IS IF WE ARE NOT CURRENTLY PROVIDING SERVICES TO CalWORKs PARTICIPANTS, DOES THAT DISQUALIFY US.

>> DOLORESE DANIEL: NO.

THIS IS AN OPEN COMPETITIVE PROCESS.

THIS INFORMATION IS POSTED IN THREE NEWSPAPERS, AND I THINK WE MAIL ALLOW 1,000.

>> DARLESH HORN: WE MAILED 12 HUNDRED MAILING AND ON WEBS SPECIFICALLY TO REACH OUT TO THOSE AGENCIES THAT MAY NOT HAVE ALREADY BEEN A PROVIDER.

SO WE ENCOURAGE NEW AGENCY TO JOIN THE TEAM.

>> AUDIENCE MEMBER: IF WE ARE PROPOSING MULTIPLE SITES IN A SINGLE SERVICE AREA, IS THAT ONE APPLICATION OR TWO APPLICATIONS?

>> DOLORESE DANIEL: THE QUESTION IS IF YOU ARE PROPOSING MULTIPLE SITES WITHIN ONE SERVICE AREA -- WE ARE ASKING, BASED ON THE AWARDS, ONE APPLICATION FOR ONE SITE WITHIN ONE SERVICE AREA.

>> AUDIENCE MEMBER: AND THEN THE ALLOCATION WOULD BE PER SITE.

AND THEN THE FORMATTING QUESTION. THE M.O.U. DESCRIBED ON PAGE 31 SECTION A4, ARE THEY SUBMITTED AS ATTACHMENT OR NARRATIVE DESCRIBE M.O.U. SUFFICE?

IF WE HAVE TO SUBMIT THE M.O.U. AS ATTACHMENT OR WHO WE HAVE THE M.O.U. WITH?

>> DOLORESE DANIEL: M.O.U. TEND TO BE PRETTY LARGE. SO YOU CAN NOTE IT OR INDICATE IT. YOU MAY NOT HAVE TO SUBMIT ENTIRE M.O.U.'S.

>> AUDIENCE MEMBER: FOR THE OUTREACH, ARE WE SUPPLY WITH A SET ALLOCATION OR JUST --

>> DOLORESE DANIEL: NO.

WE USUALLY TAKE A PERCENTAGE OFF ALLOCATION AND ALLOCATE FOR OUTREACH SERVICES AND BASED ON NEEDS.

SOME AREAS HAVE HIGH PARTICIPANTS AND THE PROVIDER MAY NOT NEED

TO DO A LOT OF OUTREACH AND SOME SERVICES MAY HAVE LOW REFERRAL SO THAT PERCENTAGE MAYBE HIGHER SO YOU CAN CONDUCT OUTREACH TO GET PARTICIPANTS TO COME IN.

>> AUDIENCE MEMBER: SO JUST INCLUDE WHAT WE NEED IN OUR BUDGET.

>> DOLORESE DANIEL: RIGHT.

>> AUDIENCE MEMBER: I SAW A QUESTION. I JUST NEED A FOLLOW-UP TO THIS PAST QUESTION.

MY AGENCY HAS FIVE OFFICES AND WE ARE GOING TO SERVE ONE SERVICE AREA. SO WE HAVE TO SUBMIT FIVE APPLICATIONS?

>> DOLORESE DANIEL: IF YOU PLAN TO SERVE ONE SERVICE AREA, IT SHOULD BE ONE APPLICATION FOR THAT SERVICE AREA.

>> AUDIENCE MEMBER: OKAY.

>> AUDIENCE MEMBER: I HAVE A QUESTION IN REGARDS TO 3.19 PAGE 7 REGARDING SETTLEMENT AGREEMENT.

SO HOW CAN A PROVIDER DRAFT A JUSTIFICATION? IS IT A LETTER OR SPECIAL FORM?

>> DOLORESE DANIEL: CAN YOU REPEAT THAT?

>> AUDIENCE MEMBER: WHEN THERE'S A SETTLEMENT AGREEMENT, HOW DOES A PROVIDER DRAFT THAT?

IS IT A SPECIAL FORM?

>> DOLORESE DANIEL: WHAT PAGE?

>> AUDIENCE MEMBER: 3.19 AND IT IS PAGE 7 OF THE R.F.P. FOR CALWORKS.

>> MYLES KANG: I WOULD HAVE TO GET BACK TO YOU ON THAT.

>> DOLORESE DANIEL: CAN YOU MAKE SURE THAT IT'S WRITTEN AND WE CAN PICK THAT QUESTION UP.

>> AUDIENCE MEMBER: YES. I WROTE IT DOWN.

THANK YOU.

>> AUDIENCE MEMBER: HI. ON PAGE 31-A4 YOU REFERENCED ALREADY.

THE M.O.U.'S -- AND WE DON'T NEED TO INCLUDE THE ENTIRE M.O.U. AS ATTACHMENT JUST MENTION IT.

ARE YOU REFERRING TO M.O.U. THAT WE CURRENTLY HAVE WITH AGENCY IN OUR SERVICE AREA?

SO WOULD BE SUBCONTRACTOR, SCHOOLS, ET CETERA.

OR ARE YOU EXPECTING US TO DO OUTREACH AND GET M.O.U.'S?

>> DOLORESE DANIEL: NO.

WHATEVER THE AGENCY CURRENTLY HAS.

>> AUDIENCE MEMBER: FOR LETTER OF REFERENCE, CAN WE ASK AN AGENCY WHO IS NOT A CALWORKS PROVIDER?

I'M GETTING THAT WE CAN.

AND DO THEY HAVE TO BE IN THE SERVICE AREA THAT WE ARE GOING TO PROVIDE THE SERVICE IN?

>> DOLORESE DANIEL: FOR THE LETTER OF REFERENCE, YOU CAN ASK ANY AGENCY THROUGHOUT THE COUNTY OR OUT OF THE COUNTY.

AND THE SECOND PART IS?

>> AUDIENCE MEMBER: SO THEY DON'T HAVE TO BE IN THE SERVICE AREA.

>> DOLORESE DANIEL: NO. THEY DO NOT NEED TO BE IN THE SERVICE AREA.

>> AUDIENCE MEMBER: AND CAN THE LETTERS OF REFERENCE BE USED FOR MORE THAN ONE SERVICE AREA IF WE ARE APPLYING FOR MULTIPLE?

>> DOLORESE DANIEL: YES, THEY CAN.

>> AUDIENCE MEMBER: THANK YOU.

>> AUDIENCE MEMBER: IN THE M.O.U. SECTION, CAN WE USE CONTRACTS AS WELL AS M.O.U.'S TO DOCUMENT OUR PRESENCE IN THE SERVICE AREA?

>> DOLORESE DANIEL: SO IF YOU HAVE CONTRACT WITH OTHER AGENCY IN THE SERVICE AREA INSTEAD OF M.O.U.'S, YES. YOU CAN.

>> AUDIENCE MEMBER: HI, I HAVE A COUPLE QUESTIONS ABOUT STAFFING FOR THE PROGRAM.

IF WE ARE SEEING A REAL NEED FOR CHILDCARE PARTICIPANTS, INCLUDING TIME FOR STAFF TO PROVIDE ON SITE, IS THAT AVAILABLE AND SAME THING FOR SUBSTANCE ABUSE COUNSELOR?

>> DOLORESE DANIEL: THAT'S A GOOD QUESTION.

WE DIDN'T TAKE A POSITION ON R.F.P. ON CHILDCARE BUT WE UNDERSTAND THAT CALWORKS IS A CHALLENGE TO MAINTAIN AN APPOINTMENT.

DPSS G.A.I.N. FUND FOR CHILDCARE BUT WE KNOW THEY COME IN LATE.

SOME AGENCIES IN THE PAST, THEY HAVE OPTED TO PROVIDE CHILDCARE OR HAVE A STAFF SUPERVISE.

BUT KEEP IN MIND YOU GET INTO REIMBURSEMENT AND WE HAVE TO LOOK AT RISK FACTOR TO HAVE THE CHILDREN THERE.

SO WE DIDN'T TAKE A POSITION.

AGENCIES CAN MAKE A DETERMINATION ON THAT. SO THAT'S A HARD ONE.

>> AUDIENCE MEMBER: SAME QUESTION FOR SUBSTANCE ABUSE TREATMENT COUNSELOR.

>> DOLORESE DANIEL: WE TALKED ABOUT THAT. AND I THINK ONE OF THE QUESTIONS WE HAD ASKED IS DO WE NEED TO PROVIDE DIRECT D.B. TO SUBSTANCE ABUSE COUNSELOR.

TYPICALLY WE PROVIDE TRAINING TO THE PROVIDERS. WE WILL DIRECTLY OPERATE ON CONTRACTS.

WE'VE DONE D.B. CERTIFICATION PROGRAM TO HELP CLINICIAN IDENTIFY -- AND WE'VE DONE SUBSTANCE ABUSE TRAINING SO WE ARE AT LEAST TRAINED TO IDENTIFY AND RECOGNIZE AND IF THEY ARE COMFORTABLE THEY CAN DO SOME MINIMUM DV SERVICES.

HOWEVER, SUBSTANCE ABUSE CONTROL TO PROVIDE CALWORKS -- THEY ALSO FUND AN ARRAY OF S.A. AND THOSE ARE THE EXPERTS.

AND IF WE SHOULD HAVE PARTICIPANTS AND OUR RESEARCH SHOWS THAT ONCE YOU ENGAGE MENTAL HEALTH TREATMENT, THE CLINICIAN IDENTIFIED ABUSE AND THE CLINICIAN FEEL COMFORTABLE ENOUGH AND MANAGE THOSE ISSUES, YOU CAN, BUT IT'S A CASE BY CASE BASIS.

THE SUBJECT MATTER ARE THE SUBSTANCE ABUSE PROGRAM AND D.B PROGRAMS. SO WE PROVIDE TRAINING SO WE CAN ASSIST THE CLINICIAN IN WORKING WITH THAT POPULATION.

>> AUDIENCE MEMBER: THANK YOU.

ONE MORE QUESTION.

IT SOUNDS LIKE MOST REFERRAL COME FROM G.A.I.N. WORKERS.

CAN WE DO REVERSE REFERRALS?

>> DOLORESE DANIEL: YES.

I'M HOPING REVERSE REFERRALS -- WHAT DO YOU MEAN BY "REVERSE REFERRALS"?

BEFORE I RESPOND I NEED TO KNOW THE CORRECT QUESTION.

>> AUDIENCE MEMBER: SAY WE ENCOUNTER SOMEONE WHO IS A CALWORKS PARTICIPANT LIKE MENTAL HEALTH SERVICES.

>> DOLORESE DANIEL: THERE ARE G.A.I.N. FORMS -- IT MAYBE IN CALWORKS PROGRAM OR OTHER PROGRAMS WHERE YOU CAN COMPLETE THE INFORMATION AND SEND AND PROVIDE SERVICES.

SO YES.

>> AUDIENCE MEMBER: THANK YOU.

>> DOLORESE DANIEL: RIGHT HERE.

>> AUDIENCE MEMBER: I HAVE A FEW QUESTIONS.

ONE IS ON BEHALF OF OUR FINANCE DEPARTMENT AND I THINK I HEARD THE ANSWER BUT I'M GOING TO ASK.

WHAT IS THE ALLOWABLE ADMINISTRATIVE COST?

IS IT 15 PERCENT OF INITIAL COST?

>> MYLES KANG: AS A GENERAL RULE, WE DON'T HAVE A STANDARD, BUT WE ASK THE INDIRECT COST REFLECTING IS REASONABLE AND EQUITABLE METHODOLOGY TO SPREAD YOUR INDIRECT COST.

>> DOLORESE DANIEL: THANK YOU.

I KNOW THIS LADY HAD HER HAND UP FOR A LONG TIME.

>> SHE'S NOT FINISHED.

IS THAT OKAY?

>> AUDIENCE MEMBER: WE STRUGGLED WITH EXHIBIT 15 ON THE STATEMENT OF WORK.

WE COULDN'T GET THE LINK TO GET TO THE EXHIBIT.

>> DOLORESE DANIEL: EXHIBIT 15 IS THE PROGRAM DESCRIPTION. STATEMENT OF WORK.

>> AUDIENCE MEMBER: IT HAS TO DO WITH QUALITY STANDARD.

DO OTHER PEOPLE HAVE A HARD TIME OR IS IT JUST US?

>> YES.

>> DARLESH HORN: SO WHAT WE WILL DO IS WE WILL NOTE IT AND GO BACK TO THE OFFICE SO PRIOR TO THE RELEASE OF THIS WE WILL ENSURE THAT THE LINK IS FIXED.

>> AUDIENCE MEMBER: TWO MORE QUESTIONS.

WHAT ARE THE TOTAL NUMBER OF CUSTOMERS SURPLUS HERE IN THE

CALWORKS COUNTY?

>> DOLORESE DANIEL: WE AVERAGE ABOUT 5,000 ANNUAL. UNIQUE CLIENTS ABOUT 45- TO 5,000.

>> AUDIENCE MEMBER: I HAVE A VERY TECHNICAL QUESTIONS PUT FORWARD.

CAN WE JUST SUBMIT IT?

I THINK IT WILL BE MORE UNDERSTANDABLE TO PROCESS IT THAT WAY.

>> DOLORESE DANIEL: WE NEED THE MICROPHONE FOR THE RECORDING.

>> AUDIENCE MEMBER: I HAVE ONE QUESTION FOR FINANCE.

OUR FISCAL YEAR END OF JUNE. OUR AUDITED FINANCIAL STATEMENTS FOR THE YEAR JUNE 30TH, 2016 ARE NOT DONE YET OBVIOUSLY. SO WE NEED TO DO THE 14-15, AND 15-16C.P.A. ON IT.

IS THAT RIGHT?

>> MYLES KANG: SO 14-15 WILL BE YOUR CURRENT AND THE 18-MONTH WITHIN OUR POLICY.

>> AUDIENCE MEMBER: SO YOU DON'T NEED ANYTHING FOR 15-16?

>> MYLES KANG: SO DEPENDS ON, I GUESS -- AS OF NOW, JUNE 2015 FINANCIAL STATEMENT IS YOUR CURRENT FINANCIAL STATEMENT.

>> AUDIENCE MEMBER: I SAW A FINANCIAL STATEMENT BUT IT HASN'T AUDIT IT.

>> MYLES KANG: YOUR JUNE 2016 IS NOT COMPLETE YET. SO YOUR CURRENT FINANCIAL STATEMENT WILL BE YOUR JUNE 2015. SO THAT'S STILL CURRENT. AND I'M NOT SURE ON -- SO AS FAR AS THE CURRENT SUBMISSION IS CONCERNED THAT'S OUR CURRENT ONE, SUBMIT THE PREVIOUS YEAR.

SO LET'S SAY ALONG THE PROCESS THERE'S ANOTHER POINT WHERE YOU HAVE TO SUBMIT YOUR FINANCIAL STATEMENT AND WE WILL TAKE A LOOK AT WHAT THE TIMELINE IS AT THAT TIME.

AND IF IT'S WITHIN YOUR 18 MONTHS THAT WILL BE CONSIDERED CURRENT. LET'S SAY YOU ARE BEING ORDERED -- AND IF YOU HAVE JUNE 2016 READY.

>> AUDIENCE MEMBER: OKAY. ONE OTHER THING, HOPEFULLY MINOR THING.

I NOTICED ON THE BID NUMBER THAT YOU HAVE ON THE ACTUAL DOCUMENTS ARE THE SAME. AND THEN MY LETTER OF INTENT I PUT THAT BID NUMBER SO I HOPE THAT'S NOT GOING TO BE A PROBLEM.

THEY BOTH SAY 2816 -- I THINK YOU SHOW THE HOMELESS SERVICES 2116B1.

>> DARLESH HORN: SO WE WILL CORRECT THAT.

WE HAVE AS RECORD THAT 1 IS 8 AND 1 IS A 1. CALWORKS IS DMH072816B1.

AND FOR HFSSDMH0211 --

>> AUDIENCE MEMBER: READ THOSE AGAIN, PLEASE.

>> DARLESH HORN: THE TRANSCRIPT WILL REFLECT IT.

BUT I HAVE HERE FOR CALWORKS DMH072816B1.

AND FOR HFSS IT'S DMH072116B1.

>> DOLORESE DANIEL: OKAY. SO MAKE SURE YOU HAVE THE ACCURATE NUMBER FOR THE CALWORKS AND/OR HFSS.

SO THIS LADY HAS BEEN WAITING FOR A LONG TIME.

>> AUDIENCE MEMBER: GOING BACK TO THE NUMBER OF AWARDS IF OUR AGENCY CURRENTLY HAS TWO AWARDS SAME AREA BUT DIFFERENT AMOUNT DOES THAT MEAN WITH NEW R.F.P. ONE OF THE AWARD WILL BE GOING AWAY.

>> DOLORESE DANIEL: IF YOUR AGENCY HAS TWO AWARDS SAME SERVICE AREA BUT DIFFERENT AMOUNT. WILL ONE GO AWAY WITH R.F.P.

WITH R.F.P. WE START OFF CLEAN. IF YOUR AGENCY GETS AWARD, IT'S GOING TO MEET THE AWARD REQUIREMENTS SECTION THAT WE HAVE LISTED MEANING SERVICE AREA ONE HAS TWO AWARDS, THAT GRID THAT WE HAVE, IT MUST ALIGN WITH THAT.

SO WHATEVER YOU CURRENTLY HAVE NOW. IF YOU ARE AWARDED IN THE FUTURE, IT GOES AWAY.

I THINK MIRACLE HAD HER HAND OUT.

>> AUDIENCE MEMBER: TWO QUESTIONS.

DO WE NEED TO HAVE A FORMAL CONTRACT OR M.O.U. WITH A COLLABORATION PARTNER?

LET'S SAY SUBSTANCE ABUSE PROVIDER THAT WE USE.

>> DOLORESE DANIEL: IF YOU HAVE IT, IT WOULD BE GREAT TO NOTE IT.

YOU DON'T HAVE TO DEVELOP IT. IT STRENGTHENS YOUR PROGRAM BY HAVING COLLABORATIONS, IF THERE'S A RELATIONSHIP THAT ENHANCES THE PARTICIPANTS.

>> AUDIENCE MEMBER: ON LETTER OF REFERENCE, CAN WE USE THE LETTERS OF RESEARCHES?

DOES THAT COUNT AS CALWORKS R.F.P. AND HFSS R.F.P.?

>> DOLORESE DANIEL: YES.

>> AUDIENCE MEMBER: ON PAGE 36, 7.86Q. THERE'S A QUESTION REGARDING ENHANCING SERVICES FOR CALWORKS PARTICIPANTS.

AND DOES THAT MEAN FOR THE INDIVIDUAL CALWORKS CLIENT OR FOR THE SYSTEM?

AND IS THIS RELATED IN HAVING AN ADVISORY GROUP WHEN YOU ARE TALKING ABOUT ENHANCING SERVICES FOR CALWORKS.

>> DOLORESE DANIEL: I DON'T HAVE THE FULL DEFINITION.

WE WILL TAKE THAT QUESTION BACK, BUT IT REALLY MEANS ENHANCING SERVICES FOR THE CALWORKS PARTICIPANTS.

>> AUDIENCE MEMBER: THAT MAKES A DIFFERENCE FOR US.

THANK YOU.

>> AUDIENCE MEMBER: HI, I HAVE A COUPLE OF QUESTIONS I JUST LIKE TO CLARIFY A COUPLE OF THINGS.

THANK YOU.

MY UNDERSTANDING IS THAT WE DO NOT HAVE TO INCLUDE SIGNED M.O.U.'S BUT WE REFER TO THEM IN OUR NARRATIVES.

>> DOLORESE DANIEL: THAT'S CORRECT.

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>> AUDIENCE MEMBER: THE OTHER QUESTION IS THE ATTACHMENT THAT WE CAN INCLUDE IN EACH SECTION.

I UNDERSTAND THAT SUCH AS THE CHART DOESN'T INCLUDE TOWARD THE NARRATIVE PAGE.

CAN WE INCLUDE ATTACHMENT AS PART OF A SECTION NOT COUNTING TOWARD THE PAGE LIMIT THAT ARE NOT SPECIFICALLY REQUESTED IF WE WISH TO INCLUDE MATERIALS THAT WE FEEL WOULD BENEFIT OUR PROPOSAL AS ATTACHMENTS?

>> DARLESH HORN: AS PART OF THE ADDENDUM TO YOUR PROPOSAL, YOU CAN SUBMIT ANY ADDITIONAL ATTACHMENTS THAT YOU FEEL SUPPORT YOUR WRITTEN NARRATIVE.

BUT JUST MAKE SURE IF THOSE ATTACHMENTS ARE REQUESTED IN SPECIFIC SECTIONS THAT THEY ARE NOT CAN THE ADDED AS ADDENDUM BUT ADDED AS A THAT PART OF THE SPECIFIC SECTION OF R.F.P. THAT IT'S REQUESTED IN.

>> AUDIENCE MEMBER: AT THE END OF THE SECTION.

>> DARLESH HORN: JUST AS LONG AS PART OF THAT SECTION.

NOW, ONE OF THE OTHER CLARIFICATIONS THAT JUST CAME UP AT THE TABLE HERE WHILE WE REQUEST SPECIFIC DOCUMENTS THAT YOU REQUEST TO SUBMIT AND YOU WANT TO SUBMIT ADDITIONAL DOCUMENTS ON OR BEFORE THE EVALUATION IS COMPLETED OR BEFORE AWARD, DMH RESERVE THE RIGHT TO ASK YOU FOR SPECIFIC DOCUMENTATION.

SO IN THE CASE OF M.O.U., WE HAVE AN M.O.U. WITH THIS AGENCY OR THAT AGENCY PRIOR TO THE EVALUATION OR AWARD DMH MAY ASK YOU TO SUBMIT IT.

SO NOT INCLUDED BUT WE MAY ASK YOU TO INCLUDE IT ON.

>> AUDIENCE MEMBER: ONE MORE.

CAN YOU GIVE A BRIEF DEFINITION ON SUPPORTED EMPLOYMENT?

>> DOLORESE DANIEL: THERE'S A DEFINITION IN R.F.P. BUT IS IN EVIDENCE BASED PRACTICE THAT'S USED TO ASSIST THE G.A.I.N. POPULATION IN FINDING EMPLOYMENT.

WE PROVIDE THE TRAINING. THERE'S A WEBSITE, THERE'S A DARK MONTHS WEBSITE, AND TRAINERS HAVE BECOME TRAINERS AND SUPPORT EMPLOYMENT.

SO WHAT WE HAVE DONE FOR CURRENT CALWORKS PROVIDERS, WE PROVIDED TRAINING AND CONTINUE TO TRAIN EMPLOYMENT SPECIALIST AND CALWORKS TO PROVIDE SUPPORT EMPLOYMENT IPS.

SO BEST PRACTICE THAT WE'VE INTEGRATED INTO CALWORKS AND WE'VE SHOWN GOOD OUTCOMES.

WE HAVE OVER 40 PERCENT OF G.A.I.N. PARTICIPANTS FIND EMPLOYMENT.

ALTHOUGH WE PROVIDE MENTAL HEALTH SERVICES, ALL SERVICES MUST BE DESIGNED TO REMOVE MENTAL HEALTH BARRIER FOR EMPLOYMENT.

SO WE FOUND THE I.P.S.

OUR PARTICIPANTS ARE DOING QUITE WELL.

IT'S IN EVIDENCE BASED PRACTICE THAT WE PROVIDE TRAINING AND SUPPORT TO THE CLINICIANS TO HELP THEM TO GET TO FIDELITY.

I HOPE THAT DEFINITION HELPS.

>> AUDIENCE MEMBER: THANK YOU. THANK YOU VERY MUCH.

>> AUDIENCE MEMBER: QUICK QUESTION.

THIS IS IN REGARDS TO THE LETTER OF INTENT.

WE HAVE THE LETTER. WE ARE READY TO SUBMIT. WE DID NOT INCLUDE THE BID NUMBER FOR REASONS DISCUSSED EARLIER BUT IT'S DELINEATED THAT THE LETTER -- IS IT OKAY TO SUBMIT IT WITHOUT THE BID NUMBER?

>> DARLESH HORN: YES.

PLEASE INCLUDE THE DMH BID NUMBER.

>> DOLORESE DANIEL: SO IT'S REALLY CRITICAL THAT WE HAVE THAT INFORMATION THERE.

>> AUDIENCE MEMBER: WHO DO WE SUBMIT IT TO?

>> DOLORESE DANIEL: AT THE DESK AT THE BACK. RIGHT THERE. SOMEONE JUST RAISED THEIR HAND. THE YOUNG LADY TO THE BACK.

AND I ALSO BELIEVE YOU GET A CONFIRMATION ONCE YOU SUBMIT YOUR LETTER OF INTENT.

SIGN IN IS CRITICAL. IF YOU ARE NOT ON THE SIGN-IN SHEET, YOU CAN'T DO THE LETTER OF INTENT. AND ONCE YOU SUBMIT, YOU WILL GET RECEIPT IN THE BACK.

>> DARLESH HORN: LETTER OF INTENT JUST LIKE PROPOSAL HAVE TO BE FORMALLY SUBMITTED. THEY HAVE TO BE DATE STAMPED.

IT'S IN THE R.F.P., FORGET WHAT I SAID.

>> DOLORESE DANIEL: SO THEY WILL GET A RECEIVE DARLESH.

>> DARLESH HORN: SURE. I'LL SIGN IT.

>> AUDIENCE MEMBER: I'VE BEEN FOR THE DARK MYTH WEBSITE BUT WHAT YOU ARE SAYING IS DMH PROVIDE THIS AT NO COST TO AGENCY.

>> DOLORESE DANIEL: YES, WE DO.

>> AUDIENCE MEMBER: THANK YOU.

>> AUDIENCE MEMBER: SO IN APPENDIX C REQUIRED FORM AREA, THERE'S A REQUIREMENT TO LIST ALL PUBLIC ENTITIES THAT ARE OUR CURRENT CONTRACTS.

IS THERE A CHANCE THAT YOU'D ACCEPT RELEVANT CONTRACTS?

>> DOLORESE DANIEL: I THINK ONE OPTION IS TO GROUP THEM BY ENTITY. YES, THAT'S FINE.

>> AUDIENCE MEMBER: OUR OTHER QUESTION.

I REPRESENT TWO AGENCIES THAT JUST MERGED AND IT WENT THROUGH AUGUST 3RD OF THIS YEAR.

SO FOR FISCAL FORM AND OTHER FORMS, DO WE USE OUR NEW AGENCY NAME OR PREVIOUS?

>> DOLORESE DANIEL: I THINK WE AGREED ON THE NEW AGENCY NAME BECAUSE IT'S OFFICIALLY CHANGED.

RIGHT?

>> AUDIENCE MEMBER: RIGHT. THANK YOU.

>> AUDIENCE MEMBER: WE JUST LEARNED FROM PRIOR QUESTION THAT THERE IS A SERVICE AREA WHERE THE AGENCY HAS LEGAL ENTITY HAVE MORE

THAN ONE CONTRACT.

SO A SINGLE LEGAL ENTITY BE AWARDED MORE THAN ONE CONTRACT PER -- R.F.P. PER SERVICE AREA SHOULD BE SUBMITTED AND HOW WOULD THAT PERTAIN IN THIS INCIDENCE?

>> DARLESH HORN: SO IT'S ONE LEGAL ENTITY, RIDING?

IT'S STILL ONE LEGAL ENTITY AGREEMENT CURRENTLY BUT JUST DIFFERENT SITES?

>> AUDIENCE MEMBER: SOMEONE ELSE ASKED THE QUESTION.

THEY CURRENTLY HAVE TWO. THEY INDICATE THAT THEY HAVE TWO AWARDS WITHIN A SERVICE AREA.

>> DARLESH HORN: SO IF THEY HAVE -- THEY CAN HAVE TWO AWARDS -- IF THEY HAVE AN EXISTING AGREEMENT, THOSE AWARD WOULD BE INCLUDE THE SAME. WE WOULDN'T ESTABLISH A DIFFERENT AGREEMENT.

>> AUDIENCE MEMBER: SO IT WOULD BE ONE -- I THINK WENDI UNDERSTANDS WHAT I'M ASKING.

>> DOLORESE DANIEL: WENDI, YOU WANT TO GO FIRST?

I'LL GO. LET'S SAY A SERVICE AREA HAS 2.0 ALLOCATED AND THAT'S FOUR AWARDS FOR US. ARE YOU ASKING CAN AN AGENCY CAN GET UP TO \$2 MILLION WHICH MEANS FOUR AWARDS TO US BUT WOULD ALSO MEAN ONE AGENCY?

>> AUDIENCE MEMBER: CORRECT.

>> DOLORESE DANIEL: GOOD QUESTION. LET WENDI TAKE THIS.

>> WENDI TOVEY: WHAT I BELIEVE WHAT WE'VE DONE IN THE PAST.

YOU ARE ASKING FOR ONE CONTRACT. YOU HAVE TO WRITE UP IN OUR PROPOSAL WHAT IT IS YOU ARE PROPOSING.

SO IF YOU ARE PROPOSING TO HAVE IT AT 4, SEPARATE SITE IN THE SAME SERVICE AREA THEN YOU PROVIDE THAT REQUEST.

THAT'S NOT TO SAY THAT THEY WILL ALL BE FILLED BECAUSE THERE'S A REQUIREMENT, RIGHT?

YOU GUYS HAVE X NUMBER OF AWARDS PER SERVICE AREA. SO IT'S BASED ON THE SCORING THEN OF THE PROPOSALS.

>> DARLESH HORN: ARE YOU TRYING TO DISTINGUISH THE NUMBER OF AWARDS VERSUS OF CONTRACTS?

>> AUDIENCE MEMBER: YES.

>> DARLESH HORN: IF THEY NEED TO SUBMIT FOR A PROPOSAL OR THE AREA YOU ARE PROPOSING. LET'S SAY YOU ARE SUBMITTING PROPOSAL IN RESPONSE TO FOUR DIFFERENT SERVICE AREA --

>> AUDIENCE MEMBER: ONE SERVICE AREA.

>> DARLESH HORN: ONE PROPOSAL FOR ONE SERVICE AREA.

>> DOLORESE DANIEL: AND TWO POTENTIAL AWARDEES.

>> DARLESH HORN: IT'S STILL ONE CONTRACT.

>> AUDIENCE MEMBER: COULD IT EXCEED -- YOU SHOW THE AMOUNT PER AWARD UP THERE. COULD IT BE DOUBLE THAT AMOUNT FOR ONE AGENCY?

>> DOLORESE DANIEL: YES. IF I'M UNDERSTANDING YOU CORRECTLY, YOU ARE ASKING IF AGENCY CAN SUBMIT ALL OF THE AWARD FOR ONE S AREA.

YES.

>> AUDIENCE MEMBER: JUST TO CLARIFY SOMETHING IN YOUR POWERPOINT.

YOUR POWERPOINT SAID THE LETTER OF INTENT IS DUE BY 5:00 P.M. ON THE 6TH BUT THE R.F.P. SAYS BY NOON.

>> DOLORESE DANIEL: WE'VE CHANGED IT BY 5:00 P.M.

>> DARLESH HORN: SO THERE WERE SOME INCONSISTENCY THAT WE CAUGHT WITH REGARDS WITH LETTER OF INTENT.

ONE PLACE WE PUT NOON AND ANOTHER WE PUT 5:00 P.M. SO WE GIVE YOU INITIAL TIME. SO LETTER OF INTENT IS DUE BY 5:00 P.M. ON THE SPECIFIED DATE. HOWEVER THE PROPOSAL SUBMISSION IS DUE BY NOON.

>> DOLORESE DANIEL: THE SUBMISSION PROPOSAL IS DUE BY NOON.

AND AS DARLESH MENTIONED WE HAVE ROUGH SECURITY GUARDS, BAD ELEVATORS. I GO THERE EVERY DAY AND THEY WANT TO CHECK ME THOROUGHLY.

THE LETTER OF INTENT WOULD BE AT 5:00 P.M. SO THE PROPOSAL IS NOON. LETTER OF INTENT AT 5:00.

>> AUDIENCE MEMBER: ON YOUR R.F.P., I NOTICED THAT IT'S LIKE 100 THOUSAND POINTS FOR THE EVALUATION, AND I WAS A LITTLE STUNNED BY THAT.

SO I JUST WANTED TO BETTER UNDERSTAND WHAT IS THE REASONING FOR THAT AND HOW IS THAT -- I KNOW IT'S ALLOCATED BY SECTION, BUT YOU KNOW, R.F.P.'S ARE LOST BY ONE OR TWO POINTS.

>> DOLORESE DANIEL: I THINK THAT'S A LIMIT.

WE'VE HAD MULTIPLE APPEALS THE LAST R.F.P. WE'VE ISSUED 2010.

WE FINALLY SETTLED IN 2012 BECAUSE WE'VE HAD SO MANY APPEALS. AND WE FOUND OUT WITH CONSULTATION OUR SCORING WAS TOO TIGHT. AND WE HAD MULTIPLE AREAS AND IN A WAY WE'VE HAD PROGRAMS THAT I CALLED THEM ONE-LEGGED PROGRAM.

THEY COULD NOT DEVELOP THE STAFFING PATTERN FOR THE NEED OF CALWORKS PROGRAMS BUT BECAUSE OF THE SCORE IN OR SOME SCORE OUT.

SO WE DECIDED TO SEPARATE THE SCORING. SO THAT'S THE REASONING BEHIND THAT.

>> AUDIENCE MEMBER: I WANT TO GO BACK TO THIS QUESTION ON WHETHER WE CAN PROVIDE MULTIPLE AWARDS IN THE SAME SERVICE AREA.

IF WE WERE GOING TO DO THAT, I THINK SERVICE AREA ONE HAS TWO AWARDS. IF WE DECIDED WE WANT TO GO FOR THE WHOLE AMOUNT FOR SERVICE AREA ONE, WE DO THE BUDGET FOR TOTAL AMOUNT OR TWO SEPARATE BUDGET FOR THE AWARD AMOUNT?

>> DOLORESE DANIEL: THE TOTAL AMOUNT.

>> AUDIENCE MEMBER: OKAY. AND IF, FOR EXAMPLE, YOU STILL WANT TO DO THE TWO PROVIDERS IN THAT SERVICE AREA, WOULD YOU STILL SPLIT IT IN HALF EVEN THOUGH OUR BUDGET WAS BASED ON TWO?

>> DOLORESE DANIEL: KEEP IN MIND THAT L.A. COUNTY IS LARGE.

SO AS OPPOSE TO WE HAVE TO LOOK AT IF ONE LEGAL ENTITY IS AWARDED.

LET'S SAY WE ARE EXPECTING FOUR PROPOSALS AND THEY WANT TO DO

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BUSINESS ON ONE SIDE, THAT DOESN'T REALLY MEET THE NEEDS OF CALWORKS PROGRAM. SO SOME NEGOTIATION MAY BE NEEDED.

IF THERE'S ONE AWARD PER LEGAL ENTITY, THEY NEED 3 OR 4 SITES. WE NEED TO COVER COUNTY WIDE SERVICES AND THOSE ARE THINGS THAT WE NEED TO LOOK AT ALSO.

>> AUDIENCE MEMBER: ON EXHIBIT 15, COMPEL 4, ARE WE JUST SUPPOSED TO FILL OUT FOR CALWORKS OR LEGAL ENTITY AND THAT IN REGARDS TO THE LANGUAGE SPOKEN?

>> DARLESH HORN: DOLORESE MENTIONED EARLIER BECAUSE THIS R.F.P. HAS GONE THROUGH SEVERAL REVISIONS WE HAVE A UPDATED SCHEDULE 14 AND 15 AND THE INSTRUCTION.

ONCE YOU GET THE SCHEDULE AND INSTRUCTION AT THE LINK WE ARE GOING TO PROVIDE, THAT SCHEDULE WILL NOT BE THERE.

SO AS PART OF YOUR R.F.P. SUBMISSION YOU JUST NEED TO FOLLOW THE REVISED FORM AND THE INSTRUCTION THAT WE ARE GOING TO UPLOAD AND IGNORE THOSE FOR RIGHT NOW.

BUT AT A LATER DATE, WE MAY COME BACK AND ASK FOR ADDITIONAL INFORMATION.

>> DOLORESE DANIEL: WE'VE RUN OUT OF TIME. WE HAVE TONS OF QUESTIONS THAT WE ARE NOT ABLE TO ANSWER.

DO WE HAVE ANY PRESSING QUESTION THAT WE NEED TO ADDRESS RIGHT NOW?

>> AUDIENCE MEMBER: WILL YOU ACCEPT THE LETTER OF INTENT BY FedEX GIVEN THE HOLIDAY WEEKEND?

>> DARLESH HORN: WE WILL ACCEPT THE LETTER OF INTENT AS LONG AS IT'S IN BY THE DEADLINE DATE AND TIME.

WE DON'T HAVE A PREFERENCE OF HOW WE GET IT. IT HAS TO BE IN OUR OFFICES BEFORE THAT TIME.

>> AUDIENCE MEMBER: OKAY.

>> AUDIENCE MEMBER: IF WE ARE NOT INTENDING TO APPLY FOR HFSS, CAN WE SIGN UP?

>> DOLORESE DANIEL: YES.

YOU CAN LEAVE IF YOU HAVE NO INTEREST IN THE SECOND PART OF R.F.P. WHICH IS HFSS.

YES, MA'AM. ONE AND TWO AND THEN WE ARE GOING TO WRAP UP.

>> AUDIENCE MEMBER: OKAY. I DON'T KNOW IF THESE QUESTIONS MAKE SURE OR NOT.

WHEN YOU SAY THERE'S TWO AWARDS, DOES THAT MEAN TWO AGENCIES WILL BE AWARDED?

>> DOLORESE DANIEL: POTENTIALLY, YES.

BUT WE HAVE TO SEE WHAT WE GET AND WHERE THE SCORING FALLS AND IF THE AGENCY APPLY FOR TWO AWARDS.

LET'S SAY ONE AGENCY EXCEEDS THE REST BY 500 POINTS FOR EXAMPLE, AND THAT AGENCY IS REQUESTING THE TOTAL ALLOCATION FOR THAT AREA.

THOSE ARE THE THINGS THAT WE CONSIDER.

>> AUDIENCE MEMBER: SO IT CAN BE TWO AGENCIES?

>> DOLORESE DANIEL: YES. WHATEVER IT'S STATED IN R.F.P., THAT'S THE MAX AMOUNT OF AWARDS THAT WE CAN GIVE.

SO IN THAT SERVICE AREA WE CAN ONLY GIVE FOUR IF IT'S SPECIFIED.

>> AUDIENCE MEMBER: DO WE NEED TO HAVE A CONTRACT TO SERVE ADULTS THROUGH DMH?

>> DOLORESE DANIEL: NEED CONTRACT THAT SERVES ADULT TO SERVE THE R.F.P.? NO.

>> AUDIENCE MEMBER: ARE YOU GOING TO CONTINUE TO ASSESS FIDELITY THE WAY YOU DO RIGHT NOW?

>> DOLORESE DANIEL: IN TERMS OF SUPPORTIVE EMPLOYMENT? YES. IT'S EVIDENCE BASED PRACTICE SO WE HAVE TO MAINTAIN FIDELITY RULES. WE HAVE RUN MORE BECAUSE WE HAVE TO MOVE ON.

>> AUDIENCE MEMBER: HOUSEKEEPING QUESTION.

ON EXHIBIT 2 THE ACTUAL FORM IT SAYS TO LIST FIVE REFERENCES BUT IN R.F.P. IT SAYS 3 REFERENCES.

>> DOLORESE DANIEL: IT SHOULD BE 3. IT SHOULD BE CONSISTENTLY 3, BUT WE WILL LOOK AT THAT EXHIBIT AGAIN.

>> AUDIENCE MEMBER: I KNOW THE TYPE FACE IS 12 POINT FOR THE NARRATIVE BUT THERE'S AN INDICATION THAT YOUR TABLES COULD BE LESS?

>> DARLESH HORN: TABLES CAN BE SMALLER BUT THE NARRATIVE PORTION NEED TO BE 12 FONT.

>> DOLORESE DANIEL: WE HAVE TO CLOSE CALWORKS.

I HOPE THESE QUESTIONS ARE HELPFUL. WE WILL MAKE SURE YOU GET THE RESPONSES TO ALL THE QUESTIONS THAT YOU MAY HAVE ASKED.

AND SOME MAY NOT HAVE THE OPPORTUNITY TO GET THE RESPONSES. SO WE WILL SEND THEM WITH A CD BY THE 15TH. SO THIS CONCLUDES CALWORKS R.F.P. REVIEW.

THANK YOU.

WE WILL TAKE A 5-MINUTE TRANSITION AND WE WILL COVER THE HFSS. THANK YOU.

(5-MINUTE TRANSITION TAKEN)

QUESTIONS AND ANSWERS FOR HFSS R.F.P.: BID#DMH072116B1

>> CARRIE ESPARZA: I'LL READ THE QUESTIONS THAT WE'VE RECEIVED AND I'LL TAKE THE QUESTIONS THAT YOU HAVE.

SO SECTION 4 PROPOSAL SUBMISSION REQUIREMENTS PARAGRAPH 4.6 PAGE 9 ASKS FOR SERVICE AREA TO BE SERVED IN THE LETTER OF INTENT. DO WE SUBMIT A SEPARATE LETTER OF INTENT FOR EACH SERVICE AREA OR DO WE GROUP

THEM ALL IN ONE LETTER?

AND THE SERVICE AREAS CAN BE GROUPED ON THE LETTER OF INTENT.

>> Q: SECTION 4 PROPOSAL SUBMISSION REQUIREMENT PARAGRAPH 4.8.5 EXECUTIVE SUMMARY PAGE 13 ASKS FOR THE TARGET POPULATION TO BE SERVED. MAY WE CONTACT THE F.S.C. IN OUR PROPOSED SERVICE AREA TO GET THE SPECIFIC INFORMATION ABOUT THE POPULATION IT SERVES?

THE PROPOSER CAN USE ANY METHOD TO COMPLETE THEIR PROPOSAL.

>> Q: SECTION 4 PROPOSAL SUBMISSION REQUIREMENT PARAGRAPH 4.8.7 APPROACH TO REQUIRED SERVICES. PROPOSER WILL DESCRIBE CONSULTATION AND TRAINING TO FSC TEAM MEMBERS."

AS I MENTIONED FEW MINUTES AGO THE MENTAL HEALTH 101, CHILD ABUSE REPORTING, A LOT OF CONSULTATION INVOLVES HELPING THE FAMILY SOLUTION CASE MANAGER GET A GRASP ON WHAT THE FAMILY NEEDS TO HELP THEM ADDRESS IT IN THEIR HOUSING PLAN.

SO THERE ARE A LOT OF INFORMAL CONSULTATION WITH HFSS IN THE FAMILY SOLUTION CENTERS.

>> Q: SECTION 2, SCOPE OF WORK, PARAGRAPH 2.2H PAGE 4. FOR PARTICIPANTS WHO ARE NOT ELIGIBLE FOR CALWORKS MENTAL HEALTH SUPPORTIVE SERVICES, THE MHC WILL PROVIDE REFERRALS TO HEALTH SERVICES VIA THE DMH NETWORK OF PROVIDERS. CAN THE MHC REFER CLIENTS TO HIS OR HER OWN AGENCY?

YES. THAT'S THE EASY WAY, RIGHT?

>> Q: SECTION 4: PROPOSAL SUBMISSION REQUIREMENTS PARAGRAPH 4.8.9 STAFFING PLAN, PAGE 16 STATES "DESCRIBE THE RESPONSIBILITIES OF ANY PROPOSED DIRECT SERVICE EMPLOYEES. ARE YOU ASKING US TO RESTATE THE SCOPE OF WORK HERE?

I HAVE TO LOOK AT MY ANSWERS AND PUT MY GLASSES ON.

SO PROPOSERS NEED TO PROVIDE A RESPONSE TO EACH SECTION. THIS IS A SMALL SCOPE OF WORK. SO IT MAY SEEM KIND OF REDUNDANT BUT BASICALLY YOU HAVE TO RESPOND TO EACH INDIVIDUAL SECTION.

>> Q: SECTION 4 PROPOSAL SUBMISSION REQUIREMENTS PARAGRAPH 4.8.9 STAFFING PLAN, PAGE 16 "PROVIDE NAMES OR INDICATE STAFF THAT IS TO BE HIRED. IF STAFF NEEDS TO BE HIRED, IS IT SUFFICIENT TO GIVE POSITION TITLE AND DESCRIPTION?

YES. IT'S SUFFICIENT TO GIVE POSITION TITLE AND DESCRIPTION.

SO THOSE ARE THE QUESTIONS THAT WE'VE ALREADY RECEIVED.

ARE THERE OTHER QUESTIONS THAT REMAIN UNANSWERED?

>> AUDIENCE MEMBER: HOPEFULLY AN EASY ONE FOR YOU.

YOU SAID THAT THE REIMBURSEMENT WAS BASED ON STAFF TIME. SO THAT'S DIFFERENT. RIGHT NOW WE ARE DOING COST REIMBURSE THING.

>> CARRIE ESPARZA: IT'S THE SAME. STAFF COST.

>> AUDIENCE MEMBER: JUST STAFF COST.

>> CARRIE ESPARZA: AND SERVICES AND SUPPLIES AND ALL THE RELATED

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EXPENSES.

>> AUDIENCE MEMBER: OKAY. ALL RIGHT.

>> AUDIENCE MEMBER: CAN YOU CONFIRM THAT THE R.F.P. NEEDS TO BE IN ITS OWN SEPARATE BINDER OR IN THE SAME 3 RING BINDER AS THE CALWORKS?

>> CARRIE ESPARZA: SEPARATE BINDER. I DON'T THINK SO. IT'S IN THE SAME. IT IS. IT IS IN THE SAME BINDER.

>> AUDIENCE MEMBER: SO THIS CAN BE THE SAME BINDER AS THE CALWORKS.

OKAY. THANK YOU.

>> CARRIE ESPARZA: YES.

>> DARLESH HORN: I HAVE ONE CLARIFICATION TO THAT ANSWER. IT'S THE SAME BINDER.

BUT YOU NEED TO MAKE SURE THAT THERE IS A DIVIDER THAT INDICATES THAT THE TOP PORTION IS YOUR CALWORKS PROPOSAL AND THE SECOND PORTION IS HFSS PROPOSAL.

BOTH NEEDS TO BE IDENTIFIED WITH BID NUMBER. IT CAN BE IN THE SAME BINDER BUT WE NEED TO BE ABLE TO DISTINGUISH THE TWO.

AND THE OTHER THING THAT WE AGREED UPON THAT SOME OF THE AGENCY DOCUMENTS THAT ARE SPECIFIC TO YOUR AGENCY DOES NOT HAVE TO BE REPEATED.

SO IF THERE ARE DOCUMENTS SPECIFIC TO YOUR AGENCY -- WHAT ARE THEY -- CORPORATE ABILITY AND THINGS OF THAT NATURE -- YOU CAN SUBMIT THOSE ONCE.

>> AUDIENCE MEMBER: SO WHAT IF WE WANT TO REPEAT IT?

>> DARLESH HORN: HEY, MAKE YOURSELF FEEL GREAT. I'VE DONE THAT BEFORE. FEEL FREE TO DO SO, BUT IT'S NOT A REQUIREMENT.

YOU DO NEED TO OBSERVE THE DIFFERENT FORMATS IN SUBMISSION, SECTION 300 AND 3.0.

>> CARRIE ESPARZA: AND QUESTION ON REFERENCES FOR HFSS.

THE SAME HFSS FOR HFSS AND THERE'S A PERCENTAGE SCORING THAT WE WILL TRANSFER TO HFSS. SO THEY DON'T NEED TO BE SUBMITTED TWICE.

>> AUDIENCE MEMBER: SO A QUESTION ABOUT THE CLINICIAN.

IS IT REQUIRED THAT THEY ARE MANDATORY LICENSED?

>> CARRIE ESPARZA: YES, WE HAVE INDICATED A LICENSED STAFF FOR R.F.P.

>> AUDIENCE MEMBER: SO I HAVE A QUESTION ABOUT PAYMENT.

SO NOT COST REIMBURSEMENT BUT BASED ON STAFF AND ALSO ALLOW PERSONNEL COST.

UNDER STAFF TIME DOES THAT INCLUDE SUPERVISION?

I WANT TO CLARIFY THAT IS NOT AN ALLOWABLE EXPENSE.

>> DOLORESE DANIEL: RIGHT. IT'S NOT ALLOWABLE EXPENSE. THE HFSS IS SET. THAT PROGRAM IS BILLED BY STAFF TIME VERSUS UNITS OF SERVICE AND WHATEVER SUPPLIES AND SERVICES GOES INTO THE CONTRACT.

>> AUDIENCE MEMBER: OKAY. THANK YOU.

>> AUDIENCE MEMBER: SO NO INDIRECT COST THEN ALLOWED?

>> DOLORESE DANIEL: THIS IS SUCH A SMALL ALLOCATION AND THAT'S WHY WE MADE THE DISTINCTION THAT YOU HAVE TO BE CALWORKS TO GET INTO HFSS.

IT'S NOT A LOT OF MONEY. WE ONLY ALLOW STAFF COST AND SMALL S.M.S.

>> CARRIE ESPARZA: I THINK WE HAVE SOME INDIRECT COSTS.

>> DOLORESE DANIEL: SO FISCAL ANALYST. SMALL INDIRECT COST.

I THINK MYLES DEFINE -- WHAT INDIRECT COST SHOULD LOOK LIKE.

DO YOU WANT TO SPEAK TO WHAT THAT IS?

>> MYLES KANG: WE DON'T HAVE A SET STANDARD TO GIVE YOU. IF YOU ARE CLAIMING \$100,000 FOR THAT STAFF, AND SOME OF THE SERVICES APPLIES, JUST THINK ABOUT, AGAIN, EQUITY DISTRIBUTION TO OUR INDIRECT COST. IT SHOULDN'T BE AN ENORMOUS AMOUNT.

>> AUDIENCE MEMBER: I'M ASSUMING THAT WE ARE JUST TALKING ABOUT ONE F.T.E. CLINICIAN AND IT COULD NEVER GO TO 1.5 OR ANYTHING LIKE THAT?

>> CARRIE ESPARZA: EXCEPT FOR THE TWO SERVICE AREAS WHERE IT'S INDICATED THAT THERE'S TWO.

>> AUDIENCE MEMBER: I WANT TO CLARIFY THE HFSS FUNDING FOR SPOT 7.

IS THAT NO LONGER AVAILABLE?

>> CARRIE ESPARZA: SPOT 7 IS STILL AVAILABLE FOR CONTRACT.

>> AUDIENCE MEMBER: THANK YOU.

>> CARRIE ESPARZA: THAT'S A 1F.T.E.

>> AUDIENCE MEMBER: THE SIGN AFFECTATION FORM.

IS THAT WITH BACKGROUND AND EXPERIENCE SECTION, AND DOES IT COUNT TOWARDS PAGE COUNT?

>> CARRIE ESPARZA: IT'S THE MINIMUM QUALIFICATION. IT DOES NOT COUNT.

>> AUDIENCE MEMBER: OKAY. THANK YOU.

>> AUDIENCE MEMBER: APPENDIX A, PARAGRAPH 1, 2.4.

WHAT ARE THE HFSS MEETING REQUIREMENTS?

IT JUST SAYS CALWORKS AND I JUST WANTED TO KNOW IF THERE'S A DISTINCTION.

>> CARRIE ESPARZA: IS IT ATTENDANCE AT MEETINGS?

>> AUDIENCE MEMBER: IT JUST USED THE CALWORKS LANGUAGE AND I WANT TO KNOW IF THERE'S SOMETHING DIFFERENT FOR HFSS.

>> CARRIE ESPARZA: WE DO HAVE A HFSS PROVIDER MEETING WHERE WE HAVE ALL THE PROVIDER STAFF ATTEND THOSE MEETINGS, BUT WE ALSO ENCOURAGE THEM TO PARTICIPATE IN THE CALWORKS MEETINGS AS WELL.

SO THAT WOULD BE THE SERVICE AREA READ IN READINGS, LARGE QUARTER PROVIDER MEETINGS, AND ALSO ANY MEETINGS WITH ANY FAMILY SOLUTION PARTNERS.

ANYTHING ELSE?

>> AUDIENCE MEMBER: WILL WE BE ABLE TO RECEIVE COPY OF THE SIGN-IN

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SHEETS?

>> CARRIE ESPARZA: NO.

>> DOLORESE DANIEL: THAT'S FOR CONTRACT FOR ATTENDANCE.

ARE YOU TRYING TO GET CONFIRMATION THAT YOU'VE ATTENDED?

>> AUDIENCE MEMBER: NO.

>> DOLORESE DANIEL: YOU JUST WANT TO LOOK AT COMPETITORS AND

PARTNERS?

>> AUDIENCE MEMBER: YES.

>> DARLESH HORN: WITH THAT, THIS CONCLUDES THE BIDDER'S
CONFERENCE FOR BOTH R.F.P. AND HOMELESS FAMILY SERVICES.

WE WOULD LIKE TO THANK YOU FOR YOUR TIME AND PARTICIPATION AND
ATTENDANCE.

PLEASE REMEMBER TO SIGN IN IS AT THE BACK.

THAT IS NECESSARY FOR YOU TO CONTINUE ON AND WE HOPE YOU HAVE A
WONDERFUL AFTERNOON. THANK YOU.

ONE NOTE. IF YOU DID NOT GET YOUR -- ALL YOUR QUESTIONS THAT
YOU'VE WRITTEN DOWN ON THE HALF SHEET, PLEASE SUBMIT THEM AT THE BACK.

WE WANT TO MAKE SURE THAT ALL THE QUESTIONS ARE REFLECTED IN THE
TRANSCRIPTS.

SO PLEASE ON YOUR WAY OUT YOU LEAVE THOSE AT THE BACK.

THANK YOU.

MEETING ADJOURNED AT 11:30 A.M.