



Request for Proposals
Specialized Residential Homes for Teens
Broward County
RFP #CN2019-02

Questions and Answers

<https://www.childnet.us/request-proposals>

- Q. Can the RFP/RFA focus on specialized housing/services for youth (13-17 YOA), who are victims/survivors of CSEC and human trafficking...similarly to safe harbors?
- A. Yes. ChildNet is open to any and all proposals that can support the specialized needs of the children in Broward County. ChildNet is not limiting itself to one approach and reserves the right to select more than one provider.
- Q. Are you willing to allow the home to be in a different county if contract is awarded?
- A. ChildNet is seeking to expand placement capacity in Broward County. ChildNet would however accept proposals from companies whose primary office is outside of the county as long as services are provided in Broward County.
- Q. What form of funding does the contract provide for (e.g. per diem, fixed rate)? If per diem, will the contract guarantee funding during periods of client elopement and gaps in enrollment?
- A. Contract(s) will be based on a unit cost (occupied bed day). Funding for client elopement is granted for the first 72 hours and may be extended on a case-by-case basis.
- Q. What is ChildNet's policy re. funding for depreciation? Is depreciation an allowable expense?
- A. Every proposal will require a full budget for the program. Depreciation is an allowable item to include. The reviewed and approved budget will be the basis to develop the unit cost.

- Q. Will ChildNet provide and pre-funding for start-up costs or should those costs be amortized into the operating budget?
- A. Start-up costs would be considered but will be treated as an advanced/lump-sum payment and will not result in exceeding the total budgeted amount stated in this solicitation.
- Q. How are youth referred to the provider? What is the schedule of referrals during the start-up (i.e. will all four youth be assigned at the start of the program)?
- A. Clients will be referred by ChildNet's Intake and Placement Department. Prior to the start of the program, ChildNet will identify youth for placement.
- Q. Are there any expectations for leveraging non-ChildNet funding for behavioral health services (e.g. Medicaid)?
- A. Respondents are encouraged to demonstrate their ability to access services that ChildNet does not typically pay for but will support the enhanced quality of services necessary for the program to be successful.
- Q. Are there limits to the administration charges and/or profits?
- A. Indirect/Administrative costs are limited to no more than 10 percent.
- Q. Do you have to already be licensed as a residential facility before you submit a proposal?
- A. No.
- Q. Do we (provider) need to have signed Memorandum of Agreements with collaborative partners at the time of proposal submission, at the time of awarded contract, or at a period of time after the contract is awarded?
- A. Memoranda that are necessary for collaboration can be obtained after the contract award and within 30 days of contract execution.
- Q. How will youth be matched and referred to the residential home program?
- A. Clients meeting the program's criteria will be identified and referred by ChildNet's Intake and Placement Department.
- Q. What is the expected length of stay in the program?
- A. Youth may potentially remain in the program until permanency is achieved, when they age out of foster care, or they may be discharged if a family foster home setting is identified.
- Q. Are the youth expected to transition to independent living or to a home base setting post discharge?

- A. This will be dependent on each youth's individual case plan goal. Youth who can be reunified and placed with an identified kinship or foster family will be transitioned to a home-based setting. Youth who age out of the system will be transitioned to an independent living program or another living arrangement at age 18.
- Q. Is this a no decline contract?
- A. Yes. The expectation is that all children referred by ChildNet's Intake and Placement department would be accepted.
- Q. Is there a preference for a single family home setting or an apartment setting?
- A. The preference is for a home-like setting with twenty-four-hour supervision.
- Q. What is the maximum administration cost and indirect cost that can be included in the budget?
- A. Indirect/Administrative costs are limited to no more than 10 percent.
- Q. Is there more of a need for males or females?
- A. There is an equal need for both.
- Q. What is the expectation and timeframe for implementation/ launch of a residential program after the contract award?
- A. Respondents are expected to outline timelines and critical milestones associated with implementation of the program, including identification and access to an appropriate site or facility with full implementation completed by July 1, 2020. However, ChildNet recognizes that new programs may require additional time for implementation due to code or statutory requirements.
- Q. Is this contract a guarantee bed contract or paid by actual bed filled? For example, will ChildNet pay for the bed whether it is filled or not.
- A. No. Contract(s) will be based on a unit cost (occupied bed day). ChildNet expects that the utilization will be at 100% at all times and it will be the responsibility of ChildNet's Intake and Placement department to ensure that no beds remain vacant for any substantial amount of time. Funding for client elopement is granted for the first 72 hours and extended bed holds will be considered on a case-by-case basis.
- Q. The RFP states it is based on utilization...however, what if beds are open for an extended period of time? Is there consideration of billing based on availability?
- A. No. Contract(s) will be based on a unit cost (occupied bed day). ChildNet expects that the utilization will be at 100% at all times and it will be the responsibility of ChildNet's Intake and Placement department to ensure that no beds remain vacant for any substantial amount of time. Funding for client elopement is granted for the first 72 hours and extended bed holds will be considered on a case-by-case basis.

- Q. What level of DJJ will the crossover girls be? Probation only or Intake to Commitment level?
- A. This target population of youth may be on Probation or Intake Status with the Department of Juvenile Justice or they may be pending Commitment or have been discharged from a residential program operated by the Department of Juvenile Justice.
- Q. Does the therapist have to be licensed?
- A. Program staff who provide therapy to children and their families shall meet the qualifications required in the Agency for Health Care Administration, Community Behavioral Health Services Coverage and Limitations Handbook.
- Q. Can we use BHOS services?
- A. Yes.
- Q. We know we need to have a certain amount of staff, but the fact that we have ARRIS right there, can we utilize staff interchangeably?
- A. Decisions regarding the management of staff is at the discretion of the Respondent. However, ChildNet expects that all staff working in any program procured under RFP #CN2019-02 will be provided with specialized training to meet the needs of this target population.
- Q. What specialty training and/or educational level will be required for the DCW/BHT staff, if any?
- A. Respondents must provide a detailed description of the specialized training that they will provide to their staff to meet the needs of the identified target population of youth.
- Q. What is the EXPECTED staff to client ratio? It does not specify in the RFP...
- A. The staff to client ratio is always at least 1 to 4 for direct care staff.
- Q. Are there start up non-recurring funds available?
- A. Start-up costs would be considered but will be treated as an advanced/lump-sum payment and will not result in exceeding the total budgeted amount stated in this solicitation.