



AGENDA \_\_\_\_\_ July 24, 2018

**OFFICE OF THE AGENCY DIRECTOR**  
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July 3, 2018

The Honorable Board of Supervisors  
Administration Building  
1221 Oak Street  
Oakland, CA 94612

Dear Board Members:

**SUBJECT: APPROVE COMMUNITY BASED SERVICES CONTRACTS FOR FISCAL YEAR 2019 RECOMMENDED FOR AWARD THROUGH THE SUBSTANCE USE DISORDER ORGANIZED DELIVERY SYSTEM REQUEST FOR PROPOSALS**

**RECOMMENDATIONS**

- A. Approve master contract amendments with the five community-based organizations listed below to provide Substance Use Disorder services for the period 7/1/18 – 6/30/19, in the amount of \$13,041,379:
1. Carnales Unidos Reformando Adictos Incorporate (Principal: Joseph Locaria, Executive Director; Location: Fremont, CA; Master Contract No. 900083; Procurement Contract No. 16768) to provide adult residential services for the County in the amount of \$1,955,593 and adult recovery residence beds for the County in the amount of \$296,636; increasing the procurement contract from \$0 to \$2,252,229 (\$2,252,229 increase);
  2. East Bay Community Recovery Project (Principal: Marta Rose, Associate Executive Director; Location: Oakland, CA; Master Contract No. 900087; Procurement No. 16966) to provide adult perinatal and parenting residential services for the County in the amount of \$918,012; increasing the procurement contract from \$0 to \$918,012 (\$918,012 increase);
  3. Southern Alameda County Comite for Raza Mental Health, dba La Familia Counseling Service (Principal: Aaron Ortiz, Executive Director; Location: Hayward, CA; Master Contract No. 900135; Procurement Contract No. 16772) to provide outpatient, intensive outpatient and recovery services for adults in North County in the amount of \$941,818, for adolescents in North County in the amount of \$1,236,045, and for perinatal and parenting adults in North County in the amount of \$636,626; increasing the procurement contract from \$0 to \$2,814,489 (\$2,814,489 increase);
  4. Options Recovery Services (Principal: Thomas P. Gorham, Executive Director; Location: Berkeley, CA; Master Contract No. 900097; Procurement Contract No. 16766) to provide adult outpatient, intensive outpatient and recovery services for the 94607 zip code in the amount of \$1,423,449, and for the 94603, 94578, and 94577 zip codes in the amount of \$1,676,766, and also to provide adult recovery residence beds for the County in the amount of \$527,352 and perinatal recovery residence beds for the County in

the amount of \$219,000; increasing the procurement contract from \$0 to \$3,846,567 (\$3,846,567 increase);

5. Second Chance, Inc. (Principal: Jim Rogers, Executive Director; Location: Newark, CA; Master Contract No: 900098; Procurement No: 16969) to provide outpatient, intensive outpatient and recovery services for adults in Central and South County in the amount of \$2,962,886, and to provide adult recovery residence beds for the County in the amount of \$247,196; increasing the procurement contract from \$0 to \$3,210,082 (\$3,210,082 increase);

B. Delegate authority to the Director of Health Care Services Agency or designee to execute the attached procurement contract exhibits on your behalf; and

C. Authorize the Auditor-Controller to increase appropriations with offsetting revenues as shown in the attached Financial Recommendation.

### **DISCUSSION/SUMMARY**

Behavioral Health Care Services (BHCS) contracts with community based organizations to provide an array of services to support clients facing addiction to alcohol and other drugs. Many of these services are substantially changing due to the new system of care and standards for geographic network adequacy and treatment required under the 1115 federal waiver of Title 19 of the Social Security Act. The waiver is administered by the California Department of Health Care Services (DHCS) and allows counties to participate in the establishment of a Drug Medi-Cal Organized Delivery System (DMC-ODS). BHCS presented an overview of the waiver to the Health Committee on October 9, 2017. Your Board approved Alameda County's plan for participation in the waiver on January 23, 2018.

Due to the substantive changes required for many substance use services, BHCS released Request for Proposals (RFP) No. 18-01 for the provision of substance use disorder (SUD) treatment and recovery residence services for adolescents, adults, and older adults who are residents of Alameda County. The RFP included 18 separate competitive processes for different types of service, to different populations, in specific geographic areas of the County. BHCS is now presenting the results of this Request for Proposals (RFP) process, and recommending contract awards for twelve of the fifteen programs. BHCS anticipates returning to your Board in the coming months for approval of programs recommended for award by the Evaluation Panels that are still under contract negotiation.

Your Board's approval of these recommendations will ensure adequate and more comprehensive services to clients under the waiver and will lead to increased federal revenue through Drug Med-Cal (DMC).

### **SELECTION CRITERIA**

*BHCS released RFP No. 18-01 on Thursday February 8, 2018 for the provision of SUD treatment and recovery residence services to adolescents, adults, and older adults who are residents of Alameda County. Under this RFP, 18 separate competitive bidding processes were administered for Outpatient Treatment, IOT, and Recovery Support services; Residential services; and Recovery Residence services. The RFP was advertised using the General Service Agency (GSA) advertising guideline by posting on the BHCS and GSA websites. In addition, a courtesy email was sent to BHCS' contracted providers and other BHCS contacts via existing email distribution lists. BHCS held two Bidders' Conferences on February 15 in Oakland and February 16 in Hayward with representation from twenty agencies. No bid protests were received in relation to this RFP.*

The subsections below describe the results of the RFP in relation to each separate competitive bidding process.

**Adult-1**

For the competitive bidding process for Adult Outpatient Treatment, IOT, and Recovery Support Services in San Antonio, Clinton, Highland, and Alameda areas of North County, an evaluation panel consisting of four subject matter experts from BHCS and the San Francisco Department of Public Health was conducted on Thursday April 26. BHCS received one bid. The evaluation panel determined that oral interviews were not needed for this procurement process and did not recommend the bidder for a contract award. Bidders were notified via email and certified mail of the Evaluation Panel's recommendation on May 21, 2018.

The table below summarizes the results of this competitive bidding process and the Evaluation Panel's recommendations to not award.

Bidder	Certified, Small, Local or Emerging	Score
Options Recovery Services	Yes	223
<i>Not recommended for a contract award</i>		

**Adult-2**

For the competitive bidding process for Adult Outpatient Treatment, IOT, and Recovery Support Services in Fruitvale and Jingletown areas of North County, an evaluation panel consisting of five subject matter experts from BHCS, the San Francisco Department of Public Health, and Solano County was conducted on Thursday April 26. BHCS received one bid. The evaluation panel determined that oral interviews were not needed for this procurement process. Bidders were notified via email and certified mail of the Evaluation Panel's recommendation on May 21, 2018.

The table below summarizes the results of this competitive bidding process and the Evaluation Panel's recommendations for contract award.

Bidder	Certified, Small, Local or Emerging	Score	Award Amount
La Familia Counseling Service	Yes	385	\$941,818

**Adult-3**

For the competitive bidding process for Adult Outpatient Treatment, IOT, and Recovery Support Services in the Lockwood, Coliseum and Eastmont, Millsmont, and Bancroft areas of North County, an evaluation panel consisting of five subject matter experts from BHCS, the San Francisco Department of Public Health, and Solano County was conducted on Thursday April 26. BHCS received one bid. The evaluation panel determined that oral interviews were not needed for this procurement process. The bidder was notified via email and certified mail of the Evaluation Panel's recommendation on May 21, 2018.

The table below summarizes the results of this competitive bidding process and the Evaluation Panel's recommendations for contract award.

Bidder	Certified, Small, Local or Emerging	Score
Bi-Bett Corporation	Yes	328

**Adult-4**

*For the competitive bidding process for Adult Outpatient Treatment, IOT, and Recovery Support Services in the West Oakland, Chinatown, Old Oakland, and Berkeley areas of North County, an evaluation panel consisting of four subject matter experts from BHCS and the San Francisco Department of Public Health was conducted on Wednesday, April 25. BHCS received two bids for services, however one of the bids was disqualified as the bidder did not meet minimum qualifications at the time of bid submission. Oral Interviews were conducted as part of the process on Friday April 27. Bidders were notified via email and certified mail of the Evaluation Panel's recommendation on May 21, 2018.*

*The table below summarizes the results of this competitive bidding process and the Evaluation Panel's recommendations for contract award.*

<b>Bidder</b>	<b>Certified, Small, Local or Emerging</b>	<b>Score</b>	<b>Award Amount</b>
<b>Options Recovery Services</b>	<b>Yes</b>	<b>307</b>	<b>\$1,423,449</b>
<i>St Mary's Center</i>	<i>Disqualified – not reviewed by the Evaluation Panel</i>		

Adult-5

*For the competitive bidding process for Adult Outpatient Treatment, IOT, and Recovery Support Services in the Hayward area of Central County, an evaluation panel consisting of three subject matter experts from BHCS and Probation was conducted on Monday, April 30. BHCS received two bids for services, however one of the bids was disqualified as the bidder did not meet minimum qualifications at the time of bid submission. Oral interviews were conducted as part of the evaluation process on Tuesday, May 1. Bidders were notified via email and certified mail of the Evaluation Panel's recommendation on May 21, 2018.*

*The table below summarizes the results of this competitive bidding process and the Evaluation Panel's recommendations for contract award.*

<b>Bidder</b>	<b>Certified, Small, Local or Emerging</b>	<b>Score</b>	<b>Award Amount</b>
La Familia Counseling Service	Disqualified – not reviewed by the Evaluation Panel		
<b>Second Chance, Inc.</b>	<b>Yes</b>	<b>374</b>	<b>\$1,713,243</b>

Adult-6

*For the competitive bidding process for Adult Outpatient Treatment, IOT, and Recovery Support Services in Southeast Oakland in North County and San Leandro in Central County, an evaluation panel consisting of three subject matter experts from BHCS and Probation was conducted on Monday, April 30. BHCS received one bid for services. The evaluation panel determined that oral interviews were not needed for this evaluation process. The bidder was notified via email and certified mail of the Evaluation Panel's recommendation on May 21, 2018.*

*The table below summarizes the results of this competitive bidding process and the Evaluation Panel's recommendations for contract award.*

<b>Bidder</b>	<b>Certified, Small, Local or Emerging</b>	<b>Score</b>	<b>Award Amount</b>
<b>Options Recovery Services</b>	<b>Yes</b>	<b>342</b>	<b>\$1,676,766</b>

Adult-8

*For the competitive bidding process for Adult Outpatient Treatment, IOT, and Recovery Support Services in the South County areas of Fremont, Irvington, Cabrillo, and Newark, an evaluation panel consisting of three subject*

*matter experts from BHCS and Probation was conducted on Monday, April 30. BHCS received one bid for services. The evaluation panel determined that oral interviews were not needed for this evaluation process. The bidder was notified via email and certified mail of the Evaluation Panel's recommendation on May 21, 2018.*

*The table below summarizes the results of this competitive bidding process and the Evaluation Panel's recommendations for contract award.*

<b>Bidder</b>	<b>Certified, Small, Local or Emerging</b>	<b>Score</b>	<b>Award Amount</b>
<b>Second Chance, Inc.</b>	<b>Yes</b>	<b>352</b>	<b>\$1,249,643</b>

**Adult-9**

*For the competitive bidding process for Adult Outpatient Treatment, IOT, and Recovery Support Services in the East County zip codes of 94551 and 94550. No bids were received.*

**Adolescent-1**

*For the competitive bidding process for Adolescent Outpatient Treatment, IOT, and Recovery Support Services in North County (Oakland), an evaluation panel consisting of four subject matter experts from BHCS, Oakland Unified School District, and Kaiser Permanente Community Benefits was conducted on Monday, May 7. BHCS received one bid for services. The evaluation panel determined that oral interviews were not needed for this evaluation process. The bidder was notified via email and certified mail of the Evaluation Panel's recommendation on May 21, 2018.*

*The table below summarizes the results of this competitive bidding process and the Evaluation Panel's recommendations for contract award.*

<b>Bidder</b>	<b>Certified, Small, Local or Emerging</b>	<b>Score</b>	<b>Award Amount</b>
<b>La Familia Counseling Service</b>	<b>Yes</b>	<b>338</b>	<b>\$1,236,045</b>

**Adolescent-2**

*For the competitive bidding process for Adolescent Outpatient Treatment, IOT, and Recovery Support Services in Central County (Hayward). No bids were received.*

**Adolescent-3**

*For the competitive bidding process for Adolescent Outpatient Treatment, IOT, and Recovery Support Services in Southern Alameda County (Newark and Fremont) no qualified bids were received. BHCS received one bid which was disqualified as the bidder did not meet minimum qualifications at the time of bid submission.*

*The table below summarizes the results of this competitive bidding process.*

<b>Bidder</b>	<b>Certified, Small, Local or Emerging</b>	<b>Score</b>
<b>City of Fremont</b>	<b>Disqualified – not reviewed by panel</b>	

**Perinatal/Parenting-1**

*For the competitive bidding process for Perinatal and Parenting Outpatient Treatment, IOT, and Recovery Support Services in North County (Oakland), an evaluation panel consisting of four subject matter experts from BHCS, Public Health, and Social Services Agency was conducted on Monday April 30. BHCS received two bids for services. The evaluation panel determined that oral interviews were not needed for this evaluation process. Bidders were notified via email and certified mail of the Evaluation Panel's recommendation on May 21, 2018.*

The table below summarizes the results of this competitive bidding process and the Evaluation Panel's recommendations for contract award.

Bidder	Certified, Small, Local or Emerging	Score	Award Amount
<b>La Familia Counseling Service</b>	<b>Yes</b>	<b>370</b>	<b>\$636,626</b>
Options Recovery Services	Yes	275	

Perinatal/Parenting-2

For the competitive bidding process for Perinatal and Parenting Outpatient Treatment, IOT, and Recovery Support Services in Central and East County (Hayward), no bids were received.

Adult Residential Services

For the competitive bidding process for Adult Residential Services, an evaluation panel consisting of four subject matter experts from BHCS, a retiree/former administrator of mental health services, and an independent consultant was conducted on Thursday, May 3. BHCS received three bids for services to procure 108 beds Countywide, however one of the bids was disqualified as it did not meet minimum qualifications at the time of bid submission. The evaluation panel determined that oral interviews were not needed for this evaluation process. Bidders were notified via email and certified mail of the Evaluation Panel's recommendation on May 21, 2018.

The table below summarizes the results of this competitive bidding process and the Evaluation Panel's recommendations for contract award.

Bidder	Certified, Small, Local or Emerging	Number of beds to be purchased	Score	Award Amount
<b>Carnales Unidos Reformando Adictos Incorporate</b>	<b>Yes</b>	<b>30 beds</b>	<b>282</b>	<b>\$1,955,593</b>
La Familia Counseling Service	Disqualified – not reviewed by Evaluation Panel			
<b>New Bridge Foundation, Inc.</b>	<b>Yes</b>	<b>14 beds</b>	<b>340</b>	

Perinatal Residential Services

For Countywide Perinatal Residential Services, an evaluation panel consisting of four subject matter experts from BHCS, Public Health, and Social Services Agency was conducted on Monday April 30. BHCS received two bids for Perinatal Residential Services to procure 38 beds County wide, however one of the bids was disqualified for not meeting minimum qualifications at the time of bid submission. An oral interview was conducted on Wednesday, May 2 as part of the evaluation process. Bidders were notified via email and certified mail of the Evaluation Panel's recommendation on May 21, 2018.

The table below summarizes the results of this competitive bidding process and the Evaluation Panel's recommendations for contract award.

Bidder	Certified, Small, Local or Emerging	Number of beds to be purchased	Score	Award Amount
<b>East Bay Community Recovery Project</b>	<b>No</b>	<b>12 beds</b>	<b>417</b>	<b>\$918,012</b>
Magnolia Women's Recovery Programs, Inc.	Disqualified – not reviewed by the Evaluation Panel			

Adult Recovery Residence

For Countywide Adult Recovery Residence services, an evaluation panel consisting of four subject matter experts from BHCS, Social Services, and a retiree from Contra Costa SUD services was conducted on Thursday, May 10. BHCS received three bids for services to procure 65 beds County wide, one more than the RFP statement of 64 beds. Oral interviews were not conducted as part of the evaluation process. Bidders were notified via email and certified mail of the Evaluation Panel's recommendation on May 21, 2018. BHCS is recommending award of all 65 beds.

The table below summarizes the results of this competitive bidding process and the Evaluation Panel's recommendations for contract award.

<b>Bidder</b>	<b>Certified, Small, Local or Emerging</b>	<b>Number of beds to be purchased</b>	<b>Score</b>	<b>Award Amount</b>
<b><i>Carnales Unidos Reformando Adictos Incorporate</i></b>	<b>Yes</b>	<b>18 beds</b>	<b>304</b>	<b>\$296,636</b>
<b><i>Options Recovery Services</i></b>	<b>Yes</b>	<b>32 beds</b>	<b>303</b>	<b>\$527,352</b>
<b><i>Second Chance, Inc.</i></b>	<b>Yes</b>	<b>15 beds</b>	<b>294</b>	<b>\$247,196</b>

Perinatal Recovery Residence

For Countywide Perinatal Recovery Residence services, an evaluation panel consisting of four subject matter experts from BHCS, Public Health, and Social Services Agency was conducted on Monday, April 30. BHCS received one bid for services to procure 25 beds Countywide. An oral interview was conducted on Wednesday, May 2 as part of the evaluation process. The bidder was notified via email and certified mail of the Evaluation Panel's recommendation on May 21, 2018.

The table below summarizes the results of this competitive bidding process and the Evaluation Panel's recommendations for contract award.

<b>Bidder</b>	<b>Certified, Small, Local or Emerging</b>	<b>Number of beds to be purchased</b>	<b>Score</b>	<b>Award Amount</b>
<b><i>Options Recovery Services</i></b>	<b>Yes</b>	<b>12 beds</b>	<b>348</b>	<b>\$219,000</b>

Non-profit community-based organizations are exempt from the County's Small, Local and Emerging (SLEB) policy. However, the following providers recommended for award are certified: Carnales Unidos Reformando Adictos Incorporate (No. 06-90957, Expires: January 31, 2020), East Bay Community Recovery Project (No. 06-90926, Expires: October 31, 2018), Southern Alameda County Comite for Raza Mental Health (also known as La Familia Counseling Service, No. 12-00152, Expires January 31, 2019), Options Recovery Services (No. 07-90995, Expires: March 31, 2019) and Second Chance, Inc. (No. 13-00007, Expires: February 28, 2019).

The Honorable Board of Supervisors

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**FINANCING**

Funding for these contracts include Drug Medi-Cal, Substance Abuse Block Grant, 2011 Realignment, Measure A and County General Funds already included in the BHCS budget. Additional funding is provided by 2011 Realignment and Drug Medi-Cal per the attached Financial Recommendation. Financing for services to AB 109 eligible clients will be funded through Public Safety Realignment. Once final agreements between the County Agencies on the distribution of the Public Safety Realignment Funds have been made, BHCS will return to the Board with any necessary appropriation or revenue estimate changes. There is no increase in net County cost.

Sincerely,



Colleen Chawla, Director  
Alameda County Health Care Services Agency

CC:FB/am/sj