

**Pre-Proposal Conference:
REQUEST FOR PROPOSALS
SSA/PAAPS-24-001-S**

List of Attendees

Attendees

Tishana Adams -DHS Procurement Officer
Ardena Walker -DHS-, SSA Director
Aretha Ector -DHS Attorney General
Kanisha Reed -DHS- Procurement Associate
Samuel Eduful -DHS- Procurement Supervisor
Sang Kang -DHS Deputy Director
Tanisha Sanders -DHS-, Director of Out of Home Care
Terri Lowther -DHS-, Program Manager SSA

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Pre-Proposal Conference: SSA/PAAPS-24-001-S **Transcript**

Transcript

This editable transcript was computer generated and might contain errors.

Terri Lowther -DHS-: Good morning.

Tishana Adams -DHS-: Hey Terri, good morning.

Terri Lowther -DHS-: Thank you for your help earlier. I was like let me see who organized the call. Thank you. I appreciate your quick and delete your due diligence getting it to him.

Tishana Adams -DHS-: No problem. No problem.

Terri Lowther -DHS-: We have a monthly call with them right now just about another contract. So while we were on the phone she was like hey, by the way, we haven't found our invite. I'm like, snap. Thank you.

Tishana Adams -DHS-: yeah, I did check my email. I saw it.

Terri Lowther -DHS-: Thank you.

Terri Lowther -DHS-: How do you say your first name? Tishana, okay.

Tishana Adams -DHS-: tishana

Terri Lowther -DHS-: I wasn't sure if tishana. You're Got it.

Tishana Adams -DHS-: Yep. Tishana Hello, Leslie.

Tishana Adams -DHS-: I don't know what just happened.

Terri Lowther -DHS-: Yeah, I saw her too.

Tishana Adams -DHS-: there she go. Hey Leslie. How you doing? Good.

Leslie Savary: Hello, how are you?

Tishana Adams -DHS-: I'm going to step away for a quick second.

Terri Lowther -DHS-: I love Sure thing. Leslie I haven't seen you in forever.

Leslie Savary: Hi, Terri. I know.

Terri Lowther -DHS-: It's a good thing.

Terri Lowther -DHS-: Right when we don't talk all is good in the world.

Leslie Savary: How's your summer?

Terri Lowther -DHS-: It's been beautiful. How about yours?

Leslie Savary: Yeah, who joined this little cool cooler arrested

Terri Lowther -DHS-: I walked out of my house this morning to walk my dog and literally smiled just because I was like, whoa, the humidity did not just smack me in the face. I was like, it's beautiful out. It's not really beautiful. But you know what? I mean compared to what we've had.

Leslie Savary: exactly

Terri Lowther -DHS-: Good morning.

Tamara Arsenault: Good morning.

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Leslie Savary: Hello Tamara.

Tishana Adams -DHS-: All right. We still have a few people joining. Good afternoon, everyone.

Kanisha Reed -DHS-: Good morning.

Terri Lowther -DHS-: Good morning, Kanisha. How you feel?

Kanisha Reed -DHS-: two weeks left

Terri Lowther -DHS-: I was gonna ask you what she says.

Tanisha Sanders -DHS-: Good morning.

Tishana Adams -DHS-: Good morning.

Tishana Adams -DHS-: All right, so we're going to get started welcome to the pre proposal conference. Please try to save most of your questions and responses for the end of the presentation.

Tishana Adams -DHS-: Please note that we will be recording this meeting is everyone okay with being recorded for the record?

Terri Lowther -DHS-: Yes.

Leslie Savary: Yes.

Tishana Adams -DHS-: All right, and the transcript of this conference will be made available or E Maryland

Marketplace and also added to the DHS website. let's begin the conference with introductions. Please state The name of your organization if you are a MBE BSB Company, please state which you are and a quick description of the type of services that you provide. So everyone, we're going to go around the room. I am tishana Adams. I'm a procurement officer with DHS Central procurement.

Terri Lowther -DHS-: You want us to just the popcorn. Okay, I'll go next.

Tishana Adams -DHS-: Yeah.

Terri Lowther -DHS-: Hey everyone. Good morning. I'm Terri Luther program manager at SSA for home services. And also I will be the program monitor for this contract.

Tanisha Sanders -DHS-: Good morning. I'm Dr. Tanisha Sanders. I am the director out of home care for social services Administration here at DHS.

Leslie Savary: I'm Leslie savary.

Ardena Walker -DHS-: Good morning.

Leslie Savary: I'm with the center for adoption support education case.

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Ardena Walker -DHS-: Good morning. Ardena Walker Finance contracts with DHS SSA.

Mikala Martin: Good morning. I am Mikala Martin executive director for mankind LLC.

Kanisha Reed -DHS-: Good morning. I'm Tanisha Lee preparing officer. DHS Sang Kang -

DHS-: Hi sang Kang procurement DHS.

Tishana Adams -DHS-: Nice to meet everyone also put your name your company and your contact information and a chat box for the attendees list was on which is going to be published on emma.

Mikala Martin: Unfortunately, don't see a chat box on my screen.

Tishana Adams -DHS-: have

Tishana Adams -DHS-: all right has everyone got the chance to introduce themselves?

Tishana Adams -DHS-: All So we're going to have opening remarks by Tanisha Sanders the director of out-of-state care.

Tanisha Sanders -DHS-: All right out of home So good morning. Thank you so much.

Tishana Adams -DHS-: Sorry about that

Tanisha Sanders -DHS-: No, that's okay. we don't really want to send people out of state if we can avoid it.

Tanisha Sanders -DHS-: Good morning. pending this pre proposal conference. Thank you so much again for being here. Is that enough?

Tishana Adams -DHS-: Awesome thing. Yeah. Thank you Tanisha.

Tanisha Sanders -DHS-: Thank You're welcome.

Tishana Adams -DHS-: I'll begin to start to present the RFP. so our minimum qualifications for the RFP, is that the

Tishana Adams -DHS-: Offer must be a license Clinical Director. LCSW a licensed certified social worker or a LCPC licensed professional counselor and now Tanisha will present the scope of work and contractor requirements.

Tanisha Sanders -DHS-: Is this I just read?

Tishana Adams -DHS-: yeah, so you're basically just a brief description of what we're looking for.

Sang Kang -DHS-: Yeah, so you can just summarize the main parts of the scope of work for sections two and...

Tanisha Sanders -DHS-: Thank you.

Sang Kang -DHS-: three. Yeah, you don't want to read the whole thing.

Tanisha Sanders -DHS-: All right. So what we are looking for vendors to be able to provide a post Guardianship Services to maintain Children and Youth in their homes and maintain that stability across five different regions within the state. We are looking for provision. Such as various service interventions that will support. And prevent the disruption and dissolution of guardianships or adoptions for youth who have foster care

Tishana Adams -DHS-: All Thank you. And we're going to also have Tanisha. Go over the contractors requirements.

Tishana Adams -DHS-: Let me just scroll down so that everybody can see.

Tanisha Sanders -DHS-: bear with me because I'm scrolling with you.

Tanisha Sanders -DHS-: so the contractor requirements will be able to maintain services and I may have to tag team with Terri on this because we did work on both of this but provide updated systems. I'm sorry.

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Tanisha Sanders -DHS-: Contractor requirements will be to provide information back to dhs to show how they are supporting these families that we reference previously within the community and maintaining children in the homes across Maryland. They will be providing. I don't know if I need to give deliverables or touch base on deliverables or not to Shawna.

Tishana Adams -DHS-:

No.

Tanisha Sanders -DHS-: Okay, I don't want to get too detailed but we are looking for I think at minimum monthly to quarterly tracking and we want to ensure that the services that are being provided to families are measurable.

Tishana Adams -DHS-: I think your muted

Terri Lowther -DHS-: Yeah. to enjoy

Terri Lowther -DHS-: We can't hear you Tanisha.

Tishana Adams -DHS-: That's all right, Tanisha. Thank you so much. So basically,

Tishana Adams -DHS-: We're looking for someone with working knowledge of the environments and systems. And who can basically provide those support groups. For the families for the Post adoption and Foster Care Services. We kind of need a monthly caregiver who provides support groups whether it LGBT support groups, Psychotherapy and others about two support groups per month. Those are pretty much the requirements that we're looking for.

Tishana Adams -DHS-: All right.

Tishana Adams -DHS-: Let's go down.

Tishana Adams -DHS-: So I'm going to briefly go over to procurement instructions with you guys.

Tishana Adams -DHS-: So all proposals need to be submitted through Emma and for a contract award you need to be registered with email and Marketplace I'll put the link in the chat box if you're not registered with Emma, you cannot be awarded a contract.

Tishana Adams -DHS-: Wow, right.

Tishana Adams -DHS-: All right, all questions including any concerns applicable about the mbe/vsbe participation goals can be submitted to me and write and via email. Your subject line should have SSA/PAAPS- 24-001 as post guardianship support and preservation services and your subject line

Tishana Adams -DHS-: Proposals are due Friday August the 16th. At five pm and they must be received at that time.

Tishana Adams -DHS-: If you have any questions, you can always ask them later today or just submit them by email. I'll make it a point to answer all questions. And all your questions and responses will be published on Emma and the DHS website.

Tishana Adams -DHS-: If you do not know how to submit your proposals you can follow the instructions here at the link.

Tishana Adams -DHS-: That I'm posting in the chat.

Tishana Adams -DHS-: Okay. So no multiple alternate proposals will be accepted. Any information with which is

Tishana Adams -DHS-:

claimed to be confidential should be identified by page number on Tab a one of your proposal. Please title it claim of confidentiality.

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Tishana Adams -DHS-: A contract shall be awarded to the responsible offer submitting a proposal that has been determined to be the most advantages to the state considering price even and evaluation factors set forth in the RFP. Or oral presentation may be required. for state representatives as part of this technical proposal

Tishana Adams -DHS-: Proposals submitted in response to our irrevocable for 180 days following the proposals due date. If there are any revisions to the RFP, I will have them posted on Emma as an amendment.

Tishana Adams -DHS-: The state reserves the right to cancel this RFP reject any proposed any and all proposals whole or in part?

Tishana Adams -DHS-: The offer must be able to provide all goods and services and meet all requirements requested in this solicitation. And the successful offer shall be responsible for contract performance including any subcontractor participation. Please submit a proposal affidavit with your proposal.

Tishana Adams -DHS-: And that will be submitted under attachment C. The successful offer will be required to put complete a contract affidavit and the copy of this affidavit is included as attachment and of this RFP and that must be provided within five business days of award.

Tishana Adams -DHS-: Verification before any business can do business with the state. You must be registered with the state department of assets and Taxation as that. So we can't do any business with you if you guys aren't registered with the state.

Tishana Adams -DHS-: hey ardena.

Tishana Adams -DHS-: Yeah.

Tishana Adams -DHS-: Thank you so much All right, and at this time we're gonna have Chanda Miller...

Leslie Savary: you are

Tishana Adams -DHS-: who will present the MBE and bsbee.

Tishana Adams -DHS-: Is Chanda on the call?

Kanisha Reed -DHS-: No, I don't believe she's on the call tishana.

Tishana Adams -DHS-: All So I'll go ahead and run through that. So, let's see.

Tishana Adams -DHS-: So you're going to submit your mbe and vsbe participation documents under attachment D of this RFP

Tishana Adams -DHS-: any offer who failed to submit attachment D with this proposal will not. Be determined reasonably susceptible.

Tishana Adams -DHS-:

Tishana Adams -DHS-: we do what we would like for the contractor to provide 50% or more services.

Sang Kang -DHS-: It tishana. Thank you Misread that last one. But if I'm looking at the right thing, I think I am. That there's a 3% mbe with no sub goals.

Tishana Adams -DHS-: Okay.

Sang Kang -DHS-: Yeah, so offers would need to complete. the attachment D1 a that's the most important form since there's no vsb goal. You wouldn't be responsible for vsb forms. Now this d1a form it's really important that as offers that you complete the form. And its entirety you may want to ask questions to the procurement officer. if you're having trouble completing it. We don't want to deem anyone not susceptible. But in some cases we'll have to so if you could take care on that form and follow the directions, I think that'll be beneficial to everyone.

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Tishana Adams -DHS-: And thank you so much Sang. All right.

Sang Kang -DHS-: Okay.

Tishana Adams -DHS-: And in this next section, we're gonna have Kanisha Reid with our living wage.

Kanisha Reed -DHS-: Good morning, everyone.

Tishana Adams -DHS-: Hey Kanisha

Kanisha Reed -DHS-: How you doing? I'm presenting the Maryland living wage law. I will be sharing information with you regarding the Merlin living wage law which has been an effect since October the first 2007 the Maryland living wage Law requires certain contractors and subcontractors to pay a minimum wage rate to its employees working under certain State Services contracts. It's a solicitation for services under a state contract value that a hundred thousand or more or 500,000 or more for contractors with 10 or less employees baby subject to this law which is under Title 18 of the state finance the procurement article and annotated code of Maryland the current Maryland living wage law is 16 dollars and 63 Cent per hour if the state Contract Services managed at 50% or more of the total value of the contract. It's performed in 1801 area.

Kanisha Reed -DHS-: effective gelato first 2024 large employers Those with 51 or more employees must pay them Montgomery County minimum rate of 1715 per hour. If the state contract Service valued at 50% or more of the total value of the contract is performed in a tier two area. Then you pay each covered employee at least \$15 per hour. This specific living wage rate is determined about whether the majority of the services take place. And that's tier one or two area of the state. are you includes and Arundel

Baltimore Howard Montgomery and Prince George's County Baltimore city. you includes any counties in the state not included in this year. Why are you

Kanisha Reed -DHS-: if your business or operations and are you with two different ways tears your way the wage you pay is determined by the area in which 50% or more of the contract value is performed if the employees who perform these services are not located in either tier one or two. They're living wage rate will be based upon whether the majority of the recipients of the services are located. additional information regarding Maryland living wages

Tishana Adams -DHS-: Thank you so much Kanisha.

Tishana Adams -DHS-: Alright, so let's discuss our federal funding acknowledgment the total amount of federal funds allocated. For the Social Service Administration is 18 million two hundred and forty four thousand four hundred and thirty one dollars and Merlin State Physical year for 23 this represents 56.6% of all funds budgeted for the unit and that physical year. This does not necessarily represent the amount of funding available for any grants or contracts or solicitation. Please complete the federal funds attachment which is attachment G and submit that with your proposal.

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Tishana Adams -DHS-: All A non-disclosure agreement is not required for this procurement.

Tishana Adams -DHS-: we will have Sang Kang our deputy director. Go over the hiring agreement.

Sang Kang -DHS-: Hey Im going to share my screen real quick.

Tishana Adams -DHS-: Yes, you can.

Sang Kang -DHS-: this one right, I'm gonna Do my best here to give you a brief overview of the hiring agreement program? Just gonna read a little bit to the purpose of the hiring agreeing agreement program is to encourage the use of hiring agreements. For providing current and former family investment program recipients with employment opportunities on state procurement contracts. This is actually an important Initiative for the Department. Hiring agreement is an agreement entered into by DHS or one of our locals with a contractor. To work cooperatively and effort to identify and hire current and former family investment program recipients their children Foster youth alumni and child support.

Sang Kang -DHS-: a bloggers to fill job openings through State contracts Let's see here. This is Sang Kang -

DHS-: it's mandated by state and finance and procurement article.

Sang Kang -DHS-: The point of the hiring agreement program is to focus on families and economic opportunities. And here are the targeted populations. It's temporary cash assistant recipients' children of former recipients about TCA foster care Youth and alumni. and non-custodial parents

Sang Kang -DHS-: So let's see here This is an eligible contract. The base term has to be two years or longer contracts should be 200,000 or greater. I assume I said, it's an eligible contract all these different contracts. Are eligible to the hiring agreement?

Sang Kang -DHS-: This is what the form looks like. This will be submitted with. A pot award you'll need to fill out one of these and give it to still a form. Let me skip down a little bit here.

Sang Kang -DHS-: So there's some contractors role in all of this. You should notify DHS by email and they give you the email address here. Of all employment opportunities that exist as a result of the procurement contract or position the contractor wishes to share DHS is the First Source for employment opportunities? Please allow DHS 5 business days to refer candidates for interview for any posted positions. I'm sorry.

Sang Kang -DHS-: provide DHS and the local with feedback on the higher decision of candidates. So

Sang Kang -DHS-: if you have questions about the hiring agreement process after you are awarded the contract the best contact is Kenneth Jessup and he'll be able to take you through this in more detail and you can also ask questions about it. While the solicitations out if you did have any questions some benefits to the contractors. Is you can apply for the work opportunity tax credit not going to go into that. But that is something you can look into Maryland apprenticeship. There are some benefits related to that program as well.

Sang Kang -DHS-: I think that is it. for the hiring agreement Tishana

Adams -DHS-: Thank you song.

Sang Kang -DHS-: Okay. Yeah. Thanks.

Tishana Adams -DHS-: all right, remember to include The form for your hiring agreement under attachment.

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Tishana Adams -DHS-: this solicitation is not designated as a small business Reserve procurement.

Tishana Adams -DHS-: There is a two-part submission for your proposals. There's going to be two separate volumes or Technical and your financial proposals shall provide their proposals and two separate envelopes Through the quick reference guides.

Tishana Adams -DHS-: Omit all pricing information from the technical proposal include pricing information only in your financial proposal volume 2. in addition to the instructions below responses and the offers technical proposal show reference the organization and numbering of sections in the RFP all pages of both proposal volume shall be consecutively numbered from beginning to end. You want your proposal to be organized responded to each section in order. those proposals was describe how the work will be done and are not just a reinstatement of the RFP will probably be ranked higher. experience and qualifications of the proposed staff is going to be submitted under tap f

Tishana Adams -DHS-: as well as your detailed work plan and resumes for the key personnel letters of their intended commitment will also be needed. All right.

Tishana Adams -DHS-: And submit it under tab G will be your offer qualifications and capabilities the offer a show include information on past exempt experience with similar projects and services try to emphasize and provide a list of all your clients or your customers home. You've provided similar services for include your references under tab h

Tishana Adams -DHS-: strolling

Tishana Adams -DHS-: Include your s under tap H, at least three references reference letters are requested from customers who are capable of documenting your ability to provide the goods and services this specified in this RFP list of current prior State contracts should be submitted under tab. I try to provide a list of all contracts within the state which your currently performing goods and services for or that has been completed within the last five years.

Tishana Adams -DHS-: Okay.

Tishana Adams -DHS-: Your financial capability should be submitted under tab J. The offer must include that in its proposal the financial statements or the last two years. So we need your last two years financial statements. We need Certificate of your insurance submitted under tab k. Or your subcontractors will be submitted under tab El. Try to provide a complete list of all subcontractors that will be working on the contract if you receive an award.

Tishana Adams -DHS-: Your legal action summary will be submitted under tap and a statement as to whether there are any outstanding legal actions or claims against you within the last five years.

Tishana Adams -DHS-: your economic benefit factors are going to be submitted under Tab and so the operation submit within its proposal a narrative describing the benefits that will accrue in Maryland. How are you benefiting the state? And what is setting you apart from other vendors? What are some additional benefits you're willing to throw in there to set you apart from your competitors. Those are the things that were going to be taken into consideration.

Tishana Adams -DHS-: so all required forms and certifications are going to be submitted under tap o Tishana

Adams -DHS-: Okay.

Tishana Adams -DHS-: Our evaluation and selection process evaluation of proposals will be performed in accordance with co-mar210503 by a committee established for that purpose. So I'll have an evaluation committee will go over your technical proposal And then we'll come up to a conclusion and who the award will go to.

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Tishana Adams -DHS-: the criteria will be based on how you illustrate a comprehensive understanding of the work requirements. The Mastery of the subject matter including an explanation of how the work will be performed experience and qualifications of the proposed staff. Your capabilities including your proposed subcontractors. And we're looking at your economic benefit to the state of Maryland. Those are the main criterias that were evaluating for this RFP.

Tishana Adams -DHS-: All right, upon completion of your technical proposal and financial proposal. The offer will receive an overall ranking and then I will recommend and the reward.

Tishana Adams -DHS-: right and that pretty much concludes our presentation of this RFP today. Are there any questions regarding the RFP?

Tishana Adams -DHS-: Any questions at all that you guys want to address today?

Tishana Adams -DHS-: No, you guys can still submit. Yes How you doing Tamara?

Tishana Adams -DHS-: All Did you want to speak to her question? yeah.

Tanisha Sanders -DHS-: Hear me now.

Tamara Arsenault: And Does that need to apply to each of the five regions?

Tamara Arsenault: Okay.

Tishana Adams -DHS-: All Does that answer your questions You haven't questions that you would like to ask.

Tamara Arsenault: I think.

Tamara Arsenault: I did have a question related to the letters of commitment. And just wanted to clarify that that is just for anyone designated as key personnel. That of commitment is on page 50 5.3.2 point G 0.3.

Tishana Adams -DHS-: Yes, so it would be keeping personnel and your subcontractors. We want both to commit to the work. So we need letters from both.

Tamara Arsenault: Okay, so even if the subcontractor is not designated as Key Personnel, you need a letter of commitment from all subcontractors and...

Tishana Adams -DHS-: right

Tamara Arsenault: then from Key Personnel, okay.

Tishana Adams -DHS-: Yes, ma'am.

Tishana Adams -DHS-: All Any other questions out there?

Sang Kang -DHS-: I think ardena.

Ardena Walker -DHS-: T what? Yeah, I don't have any other questions, but I just want to reiterate if no one has any questions right now and they think of questions that those questions should be only directed to the assigned procurement officer. And so tishana or either sang if you guys can give them an email address or if it's in there or whatever but None of the staff can answer your questions. They need to go directly to the terminal officer and the terminal officer will him getting your response back.

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Tishana Adams -DHS-: Yes, so the questions in response tab under the RFP has my email address. So once you guys decide you go back and you talk to your subcontractors and you have all your questions just submit them via email to me. It needs to be due five days before your Your proposals are still due August the 16th at 5 pm. Tiff any

Tiff W: It's okay. Tiff is fine. Good morning everyone. Happy Friday.

Ardena Walker -DHS-: All right, text will be there maybe before you start. I just want to just trying to make sure that everyone kind of is clear on the requirements. So the date and the time that Tanisha gave 501 is going to be too late. on that date so five o'clock is the time. coming

Tiff W: So just to clarifying questions from a finance lens, are we able to add additional training or professional development money to add additional evidence-based practices?

Ardena Walker -DHS-: To channel you're gonna answer that or is that coming?

Tishana Adams -DHS-: I'm sorry. You said Are you able to provide additional training?

Tiff W: Yeah, if we see fit can we add additional training or professional development money just to add additional evidence-based practices?

Tishana Adams -DHS-: So if you feel like you want to add some add to your proposals that you want to offer additional Services, I will add that because that's going to help you stand out.

Tiff W: Perfect.

Aretha Ector -DHS-: I have a question is Aretha when you say additional money, I'm not sure what you mean by that.

Tiff W: Are you asking Tiffany?

Aretha Ector -DHS-: Yes.

Aretha Ector -DHS-: Because I thought your question was. Are you able to add additional money? for programs I just want to make sure we're clear on what you're asking. You can certainly propose. additional training services you do,...

Tishana Adams -DHS-: right

Aretha Ector -DHS-: may fall within the scope of the work. That's fine. I just want to make sure we're clear on. that

Tiff W: Maybe just answer my question. That's helpful.

Aretha Ector -DHS-: okay.

Tiff W: Thank And I'm just one last question. I was looking at the budget templates. and the way they're set up it's almost seems like there's a preference for Contractors to provide the work instead of salary therapists. Is that the case

Tishana Adams -DHS-: Tanisha

Sang Kang -DHS-: Can you repeat the question for us? Sorry.

Tiff W: So the way the template is set up. it's sectioned to almost Force us to hire three different roles to provide services instead of having one full-time salary therapist that can provide therapeutic services Crisis Intervention because Crisis Intervention, I think was separate. So, is there a preference for contractors to perform? I guess anything outside of therapy or I was just curious because like I said on the template it's separated. There was salaries at the top then it was I think Crisis Intervention in another

box. So if we wanted to hire a full-time salary staff person, how would we show that on the budget template?
Does that make sense?

Sang Kang -DHS-: Yeah, so you have a price sheet. Let me look at the price here real quick.

Tiff W: Okay. Thank you.

Sang Kang -DHS-: so you are saying

Aretha Ector -DHS-: Are you able to pull up the price sheet to Shawna?

Sang Kang -DHS-: I got it I'll share my screen. And we can kind of hash it out now so we well, Tishana Adams

-DHS-: Okay. Thank you.

Sang Kang -DHS-: let's look at it first. So this can you see my screen? Okay, this is a Surprise,...

Tiff W: Yeah, perfect.

Sang Kang -DHS-: she hears the region base years three. You have salaries here.

Tiff W: Mhm.

Sang Kang -DHS-: And then you have French benefits. webinars

Tiff W: To therapy and crisis are broken out.

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Sang Kang -DHS-: Yeah, all the salaries would go up here right all the salaries.

Sang Kang -DHS-: I don't want to speak for SSA.

Sang Kang -DHS-: We know what therapy.

Sang Kang -DHS-: crisis support and education

Sang Kang -DHS-: Maybe we can get back to you in writing about what's supposed to be in those three sections.

Tiff W: Sure, I think that.

Tishana Adams -DHS-: So would that be like basically your support groups or that you're providing the families that would probably go under your subcontractors.

Aretha Ector -DHS-: It may not necessarily be subcontractor.

Tiff W: Say that again. right

Sang Kang -DHS-: Yeah.

Aretha Ector Just for those particular services.

Tishana Adams -DHS-: Doesn't have to be okay.

Aretha Ector -DHS-: I don't know if you have. space

Aretha Ector -DHS-: I'm not sure if there may be materials that may be a cost or something like that.

Tiff W: okay, so maybe

Aretha Ector -DHS-: 17 included in that area, but it's not requiring you to have a subcontractor.

Tiff W: Okay, so perhaps it's just for materials books things like that. okay, that's Aretha

Ector -DHS-: All right.

Sang Kang -DHS-: It says Service here. So we don't want to be a state doesn't want me to double build or...

Tiff W: Yeah.

Sang Kang -DHS-: anything. Maybe we can you ask the question and send it to Shawna. Because it'll just help us...

Tiff W: Sure.

Sang Kang -DHS-: if you phrased it for us and we'll get you the best answer we can so that this price correctly.

Tiff W: Thank you so much. I appreciate it.

Sang Kang -DHS-: Noah, thank you.

Tishana Adams -DHS-: Thank you Tiff for Anyone else with any questions for today?

Tishana Adams -DHS-: Leslie

Savary: Hi.

Sang Kang -DHS-: Okay, I'm gonna stop sharing.

Tishana Adams -DHS-: Hello, Leslie.

Leslie Savary: The RFP directions and the financial template do not reference any overhead or indirect amount. Is that an allowable cost and if so, is there a maximum amount a rate?

Tishana Adams -DHS-: You hold on one second.

Sang Kang -DHS-: I think that's also another question you could ask in writing what to think about it. there is no indirect cost. and The price sheet that I can say we had such a salaries. yes, it's not part of the

Leslie Savary: It's not.

Sang Kang -DHS-: It's not in there.

Sang Kang -DHS-: So you can ask the question and ask if we can include that. However, I'm not sure what the answer is going to be.

Tishana Adams -DHS-: Yes Tamara.

Tamara Arsenault: yes on a section 3.10.2 personal Personnel experience Where it states the individuals providing Counseling Services, she'll have at a minimum lcsw or LC PC. We do have a program for taking Advanced second year MSW.

Tamara Arsenault: Clinical interns and they work under the supervision of our most experienced, therapists who do have the lcsw or lcpc. And so that is very narrowly prescribed. And one of the things we're wondering is can and Ms. someone who doesn't yet have their licensure. It's part of how we're trying to train the future work force be allowed under the clinical supervision level stated provide. counseling

Tishana Adams -DHS-: Yeah, so under our minimum qualifications, they have to have a license. So in the beginning that's going to be under our minimum qualifications.

Tamara Arsenault: Okay.

Tishana Adams -DHS-: So they would not be able to provide those services.

Aretha Ector -DHS-: I would recommend submitting that question though as well and... Tishana Adams

-DHS-: Yeah.

Aretha Ector -DHS-: the department can look at and determine whether that's something they will be willing to consider.

Tamara Arsenault: yeah, because I mean, it takes two years for someone to gain their clinical licensure and we're committed to Bringing new and also disadvantaged members and to the hiring agreement that we just talked about right if you're going to try and create options, so

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Sang Kang -DHS-: All right. Yeah. Thank you... Tishana

Adams -DHS-: All right.

Sang Kang -DHS-: if you can get that question in writing. Thank you.

Tamara Arsenault: Yeah, yeah. excellent Tishana

Adams -DHS-: All right.

Sang Kang -DHS-: Anyone else have any questions?

Tishana Adams -DHS-: All thank you all for attending the pre proposal conference.

Tamara Arsenault: Thank you.

Kanisha Reed Thank you so much tishana

Ardena Walker -DHS-: Thank you.

Tishana Adams -DHS-: Thank you. Have a good one.

Sang Kang -DHS-: everyone

Noah Prior: Thank you so much.

Sang Kang -DHS-: Hey, good job. Tishana.

Terri Lowther -DHS-: There's still two more people on.

Tishana Adams -DHS-: Thank you.

Sang Kang -DHS-: Okay.

Sang Kang -DHS-: alrighty

Terri Lowther -DHS-: There we go. Good job.

Tanisha Sanders -DHS-: Thank you so much.

Tishana Adams -DHS-: Thank you.

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