

Healthcare for the Homeless 2024 Request for Proposals Bidders' Conference

AGENDA

Introductions

- Welcome

Overview of Scope of Work (HCHN)

Overview of RFP Process (CPRES)

Your Questions

Closing

- Next steps

Process for today

- ▶ Today is your opportunity to ask questions
- ▶ Questions and answers will be collected
- ▶ Addendum will be issued to include answers to questions- please check back at the website

kingcounty.gov/funding

- ▶ Questions can also be sent via email to

cpres-CHS@kingcounty.gov

Healthcare for the Homeless (HCHN) Overview

- Part of Public Health – Seattle & King County, a federally qualified health center 330(h) homeless grantee under the Health Resources and Services Administration (HRSA), Bureau of Primary Health Care.
- Provide health care services to people experiencing homelessness in King County and leadership to help change the conditions that deprive our neighbors of home and health.
- 16 current contractors. Interdisciplinary, interagency care teams integrate a broad range of medical, mental health, substance use, case management, and health access services
- Philosophy of care that is centered on human rights, equity, strengths-based care, harm reduction, and trauma-informed care.
- More info at kingcounty.gov/hch

Strategic Priorities

- ▶ Expand SUD and overdose prevention services, in alignment with County-wide efforts
- ▶ Prioritize equity, with explicit focus on racism, sexism/sexual orientation/gender identity, and invisible homelessness
- ▶ Focus on enhancing linkages to medical, behavioral health, and enabling services within healthcare systems, prioritizing patient navigation and warm hand-offs
- ▶ Expand services for older adults (including ages 50+)
- ▶ Reinforce existing programs and expand access for youth/young adults to medical, behavioral health, and enabling services; incorporate peer support and embed in schools
- ▶ Prioritize outreach services, and ensure collaboration between providers to reduce gaps
- ▶ Maintain and expand capacity in South King County, with special focus on services at encampments
- ▶ Expand Medical Respite across the County and provide more spaces to rest, recover, and receive end of life care, with focus on stabilization

RFP Overview

- ▶ \$8.1 million total available
- ▶ *No new funds beyond those currently in contract*
- ▶ Awards for 3-year project period 2025-2027, pending renewal of federal and local funds
- ▶ Entities selected will be named as contractors or sub-recipients in HRSA Service Area Competition (SAC) in July 2024
- ▶ Ongoing needs assessment work gleaned from partners in homeless services, along with the strategic priorities of the HCHN Governance Council and Community Advisory Group shaped the RFP, especially regarding services, populations and geographic locations.

Funding Focus

- ▶ Services to individuals experiencing homelessness*
- ▶ Categories (“buckets”) of funding available through the RFP process:
 - ▶ Medical services
 - ▶ Behavioral health services
 - ▶ Enabling services
 - ▶ Senior mobile medical van* (serves both homeless and housed)
 - ▶ Highly Impacted Communities Strategy
- ▶ Applicants may apply under multiple scopes

Funding Sources

- ▶ Federal funds
- ▶ King County Veterans, Seniors and Human Services Levy (VSHSL)
- ▶ City of Seattle Human Services Department (HSD)
- ▶ King County MIDD Behavioral Health sales tax.
 - ▶ Once service providers are selected through this RFP, PHSKC will negotiate specific contract provisions and allocate specific fund sources to best meet community need and comply with funder requirements.

Current Network Services Renewed for 2025+ Without Reprocurement

- City of Seattle funding for evening hours nursing services to reduce low acuity 911 calls at specific PSH sites (pending HSD approval).
- Street Medicine Team outreach services
- Medical Respite
- Dental van
- Palliative care program
- **Mobile Medical Van contracted behavioral health/social work services will neither be renewed nor reprocured for 2025 and beyond as we restructure this program due to budget cuts**

Scopes #1-3 Medical, behavioral health, & enabling services

- ▶ Scope category is determined by types of providers and type of encounters (client visits)
- ▶ Maps to type of visit we can report to HRSA
- ▶ Proposal should include estimates of #visits you plan to provide
- ▶ Applicants may apply under multiple scopes
- ▶ Applicants for medical services (scope 1) should list which HRSA required services you will be offering in your strategy
 - ▶ Primary care, family planning, immunizations, screenings, etc.

Scope # 4: Senior Mobile Medical Outreach

- ▶ \$900,000 Veterans, Seniors, & Human Services Levy Strategy SS2A
- ▶ This scope is the only one of the 5 that allows services to people who may not be homeless. Therefore, applicants to this scope may not apply for additional funds from other scopes to execute this specific strategy.
- ▶ Mobile Vans for this work have already been purchased and will be used by successful bidder(s). Up to 2 applicants will be awarded.
- ▶ Travel to sites throughout King County where older adults congregate and/or live
- ▶ Focus population: Older adults over the age of 55, focusing on low-income, rural, underserved communities including Black, Indigenous, Refugee & Immigrant populations
- ▶ Services include medical, behavioral health, information & resources delivered by interdisciplinary staff team

Scope # 5: Highly Impacted Communities (HIC) Strategy

- ▶ Up to \$150,000 (annually) specifically set aside to serve the communities most disproportionately impacted by homelessness in King County: Blacks/African Americans and American Indians/Alaska Natives
- ▶ Will fund one BIPOC-led organization to provide medical care, behavioral health care, or enabling (supportive) services
 - ▶ defined as single organizations which center communities of color, in which the majority (more than 50%) of leadership, board, staff and clients are BIPOC
- ▶ Applicants may apply under multiple scopes

Technical Assistance (TA)

- ▶ Free technical assistance available to eligible organizations during the RFP application process, those with:
 - ▶ A) fewer than 20 full-time equivalent staff, and
 - ▶ B) an annual operating budget of less than \$4M in the 2023 fiscal year
- ▶ TA consultants can help applicants determine whether programs are an appropriate fit for the HCHN RFP, support organizations as they navigate the proposal process, review drafts, refine budgets, and support applicants to authentically share their stories of success and impact.
- ▶ Applicants can reach out directly to consultants using the email addresses provided.
- ▶ Please contact one consultant at a time and allow 24 hours response
- ▶ Capacity building support to selected contractors will be available from HCHN staff for first year of the award.

Timeline

- ▶ February 5th: RFP is released
- ▶ Feb 5th thru March 18th - Technical assistance available to applicants
- ▶ Week of February 12th: three bidders conferences
 - ▶ 1 zoom, 2 hybrid @SKC libraries
- ▶ Feb 16th: last day to submit questions on the RFP
- ▶ **March 18: Responses to the RFP are due**
- ▶ April 22-24: Interviews with proposers (if recommended by review panel)
- ▶ May 20th - Decisions communicated to agencies, contract negotiation & development begins
- ▶ January 2025 - Funding and service delivery begin, capacity building support is available

Questions?

Submit questions & proposal to:
cpres-CHS@kingcounty.gov

Addenda issued at:

kingcounty.gov/funding