

**REQUEST FOR PROPOSALS FY *2024-25 #3***

**Community Resource Development Plan**

Date: January 7, 2025

To: All Interested Individuals and Organizations

From: Regional Center of the East Bay

RE: Request for Proposal (RFP)

Regional Center of the East Bay (RCEB) is a private non-profit organization under contract with the California Department of Developmental Services (DDS). RCEB is part of a statewide network of 21 Regional Centers responsible for the coordination and development of services to meet the needs of people with intellectual/developmental disabilities in Alameda and Contra Costa Counties.

RCEB has identified a need for an enhanced mobile crisis service that can provide a faster response time, and can allow for 2 staff to be able to take an adult client experiencing a crisis away from the situation/ family environment for brief amounts of times to help the client deescalate.

Preference for local service providers with experience in providing services in the East Bay as well as those who have experience serving our culturally and linguistically diverse community.

PLEASE NOTE: Start-up funds are meant to supplement the costs involved with developing the project. It is expected that the applicant will have sufficient funds to contribute to the development.

Per Senate Bill (SB) 74, there is a requirement that any service provider receiving funds through a negotiated rate cannot allocate more than 15% of received revenue towards administrative costs. This requirement is to be funded by the service provider. Please refer to SB 74 for more information. A link to this is on the RCEB website, [www.rceb.org](http://www.rceb.org). This requirement does not apply to start up contracts.

Also, providers receiving more than $500,000 up to $2,000,000 in revenue from Regional Centers are required to conduct an annual independent financial review or independent financial audit and submit it to RCEB. If the provider receives equal to or more than $2,000,000 in revenue from Regional Centers they are required to conduct an annual independent financial audit and submit it to RCEB.

**RCEB-FY- 24-25 Project #3 $100,000 for Start Up Costs**

**Ongoing Rate: to be negotiated pursuant to State Law and Regulations.**

The selected provider must be an existing mobile crisis service that can provide for a faster response time, and can allow for 2 staff to be able to take an adult client experiencing a crisis away from the situation/ family environment for brief amounts of times to help the client deescalate. RCEB sees the need for services to be piloted in the Southern Alameda County area, with future expansion to RCEB’s full service areas of Contra Costa and Alameda Counties.

Proposal Instructions and Submission Format:

1. ***Submit 2 electronic copies of the proposal***
2. One electronic copy must **contain all of the information, including the attachments** that is required by this RFP.
3. One electronic copy of the proposal must contain all of the information that is required by this RFP, but **must be redacted to remove all identifying information about the organization, key staff and consultants**. Please remove the organization’s name and the names of staff and consultants from all pages of the redacted proposal. Be sure to redact information in the footer of each page as well.
4. Proposals must be double-spaced and submitted as a Word document. All pages should include an identifying footer with service provider name, project number, and numbered pages.
5. Email two e copies to [rfp@rceb.org](mailto:rfp@rceb.org).
6. **The two electronic copies must be received by 5:00 pm on the RFP deadline: Monday, February 3, 2025. LATE AND/OR INCOMPLETE APPLICATIONS WILL NOT BE CONSIDERED.**

We look forward to receiving your proposals.

All additional inquiries regarding the application or requesting technical assistance should be directed to Mary Lynn Rochlitz, Senior Resource Specialist at (510) 618-6499/e-mail at [mlrochlitz@rceb.org. P](mailto:hjacobs@rceb.org)lease do not call for application status.

RCEB will host a Bidders Conference (Question and Answer Session) on Tuesday, January 14, 2025, from 11:00 AM to 12:00 noon. The Bidders Conference will be held on Zoom. Please see below for Zoom Log in Information.

Zoom Log in Information for Bidders Conference on January 14, 2025, 11:00 AM to 12:00 noon

Topic: Bidder’s Conference

Time: Jan 14, 2025 11:00 PM Pacific Time (US and Canada)

Join Zoom Meeting

<https://us06web.zoom.us/j/89176487112?pwd=73SOCf7dxeeHFdimFleyRUahn8JH62.1>

Meeting ID: 891 7648 7112

Passcode: 996463

**Proposal Requirements**

1. RFP Application Form (Attachment A).

2. A statement indicating the author of the proposal.

3. An Idea Statement. This is an opportunity to present a program proposal unique to your particular interests and experience. Each category will be scored based on content. The Idea Statement must include: **(Use appropriate section headers)**

Idea Statement addressing the following:

a. A brief description of your philosophy, values, exceptional, and innovative service approaches toward providing the indicated service for the targeted group of clients (5 points)

b. Please describe the assessment process you will use to determine the strengths and challenges of the referred client. Describe any assessment tools you will use. Please describe the specialized services that you will offer to the clients. How will you be able to ensure quick response times to the client in need? Who would you try to contact to get information as part of the assessment of the individual? (5 points)

c. An organizational chart demonstrating the various programs your organization operates and how this proposed project would fit into this chart. Also, an organizational chart that identifies lead and supervisory personnel. (5 points)

d. A description of the staff training program for at least a 12 month period with emphasis on topics related to the type of clients that you will be serving. (5 points)

e. A description of your plan for evaluating program services and your plan for quality improvement. (5 points)

f. A statement outlining your plan to serve diverse clients, including, but not limited to, culturally and linguistically diverse clients. Provide examples of your commitment to addressing the needs of those diverse clients. Include any additional information that you deem relevant to issues of equity and diversity. (5 points)

g. Specific time lines for completion of this project that covers all major steps in the process leading up to the targeted opening date of services (5 points)

4. A line item **On-going Monthly Budget** that indicates the anticipated operating costs of your new program (Attachment B). Please note that, if selected for this project, a more comprehensive, detailed budget tool will be used.

5. Provide current **Financial Statement** (Attachment C) to include current quarterly Statement of Financial Position, current quarterly Statement of Activities, current quarterly Statement of Cash Flows, and most current audited CPA independent audit report. (You may be required to provide proof of financial responsibility prior to signing a contract for start-up funds).

6. The names, addresses and phone numbers of three **Professional References** and at least one professional letter of reference describing your abilities and qualifications in regards to this proposal (Attachment D).

7. A list of proposed **Program Consultants**, salary paid and estimated hours per month for start-up and on-going consultation (Attachment E).

8. A proposed **Start-Up Budget** defining how the funds will be used (Attachment F). Please note that there is an expectation that applicant will contribute in-kind funds during the start- up phase. Please indicate these in-kind funds on this document. Also, applicant must have ability to be financially solvent during the transition period (i.e. time between the day services begin and the day when the program is at full capacity).

9. **Resume** demonstrating evidence of applicant’s qualifications such as: education, experience, and skills demonstrated in working with people with developmental disabilities (at least one year of providing direct supervision and special services to people with developmental disabilities) and those with mental health, behavioral, and health issues.

**Links to templates for Attachments A, B, C, D, E, and F are available on** [**www.rceb.org;**](http://www.rceb.org/)

**Click on the “For Providers” Section and then click on the “Request for Proposal Section”.**

**GENERAL LIMITATIONS:**

This Request for Proposal does not commit RCEB to award a contract, to pay any cost incurred

in the preparation of the proposal, to contract in response to this request, or to procure or contract for services or supplies. To be considered, **complete proposals** must be received by the closing date and time indicated above.

**EVALUATION PROCESS:**

A. A Contact Person is identified for the project and will provide limited technical assistance with the RFP process as appropriate.

B. All complete proposals will be evaluated through an Evaluation Review Committee review process, comprised of representatives from Area Board V, the local Developmental Disabilities Council, and Regional Center staff from a range of professional disciplines that have expertise with the specific RFP. The redacted versions of the RFP will be reviewed by the Evaluation Review Committee using the following scale:

**1**: Poor- Information is incomplete.

**2**: Below Average- Information is adequate; does not specifically address the topic.

**3:** Average**-** Includes all required information.

**4**: Above Average- Includes all required information and has elements of creativity in some areas.

**5:** Excellent- Response demonstrates thoroughly innovative ideas.

C. The applicants with the highest scores are invited to appear before the Evaluation Review Committee for an interview to discuss their proposal in more detail. The Evaluation Review Committee will rate the applicant’s responses with the following scale:

**1**: Poor- Information is incomplete.

**2**: Below Average- Information is adequate; does not specifically address the topic.

**3:** Average**-** Includes all required information.

**4**: Above Average- Includes all required information and has elements of creativity in some areas.

**5**: Excellent- Response demonstrates thoroughly innovative ideas.

D. The applicant with the highest combined score of the written and interview process will be

awarded the start up grant. Please note that RCEB may complete the RFP process without awarding the project. The final decision made by the Evaluation Committee is not subject to appeal. Materials submitted by applicants will be held on file for a period of three years at the RCEB.

E. All applicants will be sent letters letting them know if they were or were not awarded the project. RCEB will allow an opportunity for applicants to discuss why their project was not selected, should the applicant request.

Once candidates are awarded projects, written correspondence will be sent to all applicants informing them of the start-up award decisions. Please do not call or email to inquire about the status of the project.

**RCEB Timeline**

1. January 7, 2025: RFP is posted, announced, and disbursed
2. January 14, 2025: Bidders Conference 11 AM to

12 PM.

1. February 3,2025: Complete proposals are due to [rfp@rceb.org](mailto:rfp@rceb.org) by 5 pm
2. February 5, 2025: Written Proposals sent to Evaluation Committee
3. February 7, 2025: Written Proposal scores to be tallied
4. February 12 2025 Interviews to begin

**SERVICE PROVIDER RFP REVIEW SCORE SHEET:**

**(To Be completed by the RFP Evaluation Committee. Included for the applicant’s information).**

|  |  |  |  |
| --- | --- | --- | --- |
| **Applicant’s Name:** |  | **RCEB Fiscal Year and Project Number:** | RCEB 24-25-3 |
| **Evaluator’s Name:** |  | **Date:** |  |

**Score Key:** please rate 1-5 considering the following breakdown: **Score**: \_\_\_\_\_\_\_\_\_\_

**1**: Poor- Information is incomplete.

**2**: Below Average- Information is adequate; does not specifically address the topic.

**3:** Average**-** Includes all required information.

**4**: Above Average- Includes all required information and has elements of creativity in some areas.

**5:** Excellent- Response demonstrates thoroughly innovative ideas.

**Recommendation: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

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| --- | --- | --- | --- |
| **3.** | **CRITERIA for Idea Statement:** | **SCORE** | **COMMENTS** |
| a. | A brief description of your philosophy, values, exceptional, and innovative service approaches toward providing the indicated service for the targeted group of clients (5 points) |  |  |
| b. | Please describe the assessment process you will use to determine the strengths and challenges of the referred client. Who would you try to contact to get information as part of the assessment of the individual? Describe any assessment tools you will use.  Please describe the specialized services that you will offer to the clients. How will you be able to ensure quick response times to the client in need? (5 points) |  |  |
| c. | An organizational chart demonstrating the various programs your organization operates and how this proposed project would fit into this chart.  Also, an organizational chart that identifies lead and supervisory personnel. (5 points) |  |  |
| d. | A description of the staff training program for at least a 12 month period with emphasis on topics related to the type of clients that you will be serving. (5 points) |  |  |
| e. | A description of your plan for evaluating program services and your plan for quality improvement. (5 points) |  |  |
| f. | A statement outlining your plan to serve diverse clients, including, but not limited to, culturally and linguistically diverse clients.  Provide examples of your commitment to addressing the needs of those diverse clients.  Include any additional information that you deem relevant to issues of equity and diversity. (5 points) |  |  |
| g. | Specific time lines for completion of this project that covers all major steps in the process leading up to the targeted opening date of services (5 points) |  |  |