

DHR PREPROPOSAL CONFERENCE

March 3, 2008

Pages 1 through 151

PREPARED BY:

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STATE OF ALABAMA
DEPARTMENT OF HUMAN RESOURCES
CHILD AND FAMILY SERVICES
PREPROPOSAL CONFERENCE

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PROCEEDINGS taken before Haley A.
Phillips, Certified Court Reporter, ACCR # 151, and
Commissioner for the State of Alabama at Large, in
Conference Rooms A and B of the Gordon Persons
Building, 2nd Floor, 50 North Ripley Street,
Montgomery, Alabama, on Tuesday, March 3, 2008,
commencing at approximately 10:00 a.m.

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<p>1 APPEARANCES</p> <p>2</p> <p>3 PROCUREMENT DIRECTOR AND MODERATOR:</p> <p>4 Ms. Starr Stewart</p> <p>5 PANEL MEMBERS:</p> <p>6 Ms. Susan Ward</p> <p>7 Mr. Gary Mitchell</p> <p>8</p> <p>9 *****</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p>	<p>1 that you guys sign in,</p> <p>2 especially if you're the only</p> <p>3 person representing your</p> <p>4 agency. Because this is</p> <p>5 mandatory, and whoever is</p> <p>6 out -- whoever is not on our</p> <p>7 list as in attending will not</p> <p>8 be able to submit a proposal.</p> <p>9 We're going to be a</p> <p>10 little informal this morning.</p> <p>11 I know we have a lot to</p> <p>12 cover. There are some new</p> <p>13 requirements for this term for</p> <p>14 TFC. We're going to go over</p> <p>15 those. And, basically, what</p> <p>16 the -- the way we're going to</p> <p>17 do it since our Powerpoint has</p> <p>18 let us down is we'll go</p> <p>19 through the RFP. And if you</p> <p>20 don't have a copy of the TFC</p> <p>21 RFP, there are a few left on</p> <p>22 the table. And if you're here</p> <p>23 with someone else from your</p>
Page 3	Page 5
<p>1 MS. STEWART: My name is Starr</p> <p>2 Stewart. I'm the procurement</p> <p>3 director for the department.</p> <p>4 And I'm just going to let the</p> <p>5 two at the table introduce</p> <p>6 themselves.</p> <p>7 MS. WARD: I'm Susan Ward, and I'm</p> <p>8 the director of resource</p> <p>9 management for DHR.</p> <p>10 MR. MITCHELL: I'm Gary Mitchell,</p> <p>11 the program manager for</p> <p>12 resource development under</p> <p>13 Susan.</p> <p>14 MS. STEWART: And I know that you</p> <p>15 guys all know those two.</p> <p>16 Every -- Unless you're a new</p> <p>17 vendor, but everybody that has</p> <p>18 worked for the department for</p> <p>19 a while knows them well.</p> <p>20 Again, welcome. We are</p> <p>21 here for the TFC preproposals.</p> <p>22 (Off-the-Record discussion.)</p> <p>23 MS. STEWART: I want to make sure</p>	<p>1 agency, if you would share</p> <p>2 one, please.</p> <p>3 (Off-the-Record discussion.)</p> <p>4 MS. STEWART: We are here to talk</p> <p>5 about TFC. If you would, turn</p> <p>6 in your RFPs with me to</p> <p>7 page -- first of all, to page</p> <p>8 seven. That's where we'll</p> <p>9 start.</p> <p>10 First of all, some</p> <p>11 housekeeping rules. The</p> <p>12 restrooms are right out into</p> <p>13 the rotunda immediately to</p> <p>14 your right. Just right</p> <p>15 there. If you -- We</p> <p>16 anticipate this probably</p> <p>17 lasting a couple of hours.</p> <p>18 Last time it didn't. I don't</p> <p>19 think it even took an hour.</p> <p>20 But if at any time you</p> <p>21 have a question about any part</p> <p>22 of something that we're</p> <p>23 discussing, what we'll need</p>

Page 6	<p>1 for you to do is to stand up, 2 say your name, spell your name 3 and the agency that you're 4 with, because we have a court 5 reporter -- recorder here 6 that's going to take minutes 7 for this meeting. And so -- 8 And then if you would ask your 9 question. And if you think 10 you have a few, if you'll 11 start writing them down so it 12 won't take a lot of time for 13 us to get everybody's 14 questions addressed. Another 15 thing is if you'll stay with 16 the section that we're in, and 17 I'll make sure that we go over 18 everything. 19 First of all, does anyone 20 have any questions about the 21 project overview as to what 22 the department is expecting? 23 (No response.)</p>	Page 8	<p>1 the eligible entities, 2 questions about your 3 eligibility? 4 (No response.) 5 MS. STEWART: Okay. From -- Any 6 questions about the 7 licensing? 8 (No response.) 9 MS. STEWART: Does everyone here 10 currently have the required 11 licensing? 12 Have you submitted your 13 application? 14 UNIDENTIFIED SPEAKER: (Shakes 15 head.) 16 MS. STEWART: Do you see the 17 deadline? 18 UNIDENTIFIED SPEAKER: (Nods 19 head.) 20 MS. STEWART: Okay. We don't 21 waive on that. 22 And so if you don't, 23 please make sure -- Do you</p>
Page 7	<p>1 MS. STEWART: We are offering or 2 looking for a vendor or 3 multiple vendors who can 4 provide up to 150 state-wide 5 slots of therapeutic foster 6 care services. Let me caution 7 vendors who have submitted 8 proposals in the past. Forget 9 all of that. Don't refer to 10 any old RFP. This is the 11 current RFP for the contract 12 period that's coming up in 13 October. A lot of times I 14 have where people go and, you 15 know, they're like, well, the 16 last RFP ... Don't worry 17 about any of that, because we 18 have made a few changes. 19 Any questions about 20 Section 1.0, project 21 overview. 22 (No response.) 23 MS. STEWART: Any questions about</p>	Page 9	<p>1 have it with you today? 2 UNIDENTIFIED SPEAKER: No. 3 MS. STEWART: Any -- No questions 4 about that. Okay. Just want 5 to make sure that you guys 6 understood the requirements 7 there. Any questions about 8 the contract term? 9 (No response.) 10 MS. STEWART: For those of you who 11 have contracted with us in the 12 past, we did three-year 13 contracts. Well, we had some 14 mandatory changes due to 15 legislation, and the most we 16 can do now is two-year 17 contracts, which we are 18 trying, trying, trying to get 19 changed. But it's so hard 20 being the agency that stands 21 out in front of the 22 legislature and says no, no, 23 no; we need for this to</p>

<p style="text-align: right;">Page 10</p> <p>1 happen. But we are working on 2 it. 3 There are several other 4 agencies who have legitimate 5 concerns like we do. And so 6 we're hoping that's changed -- 7 that will change. So we've 8 included option years. So if 9 anywhere in the contract 10 period we get the go-ahead to 11 extend the period, then that 12 will be at the department's 13 discretion and we'll make a 14 determination then. I'm 15 really hoping that that will 16 happen. Because you guys know 17 how difficult this process is 18 and we know. And to talk 19 about children and moves and 20 if they're necessary, so ... 21 Okay. I'm Starr 22 Stewart. I'm the point of 23 contact for -- from here until</p>	<p style="text-align: right;">Page 12</p> <p>1 preproposal conference which 2 is mandatory. Down there at 3 the bottom of page eight, 4 Section 1.7, are there any 5 questions about the mandatory 6 requirements? 7 (No response.) 8 MS. STEWART: Let me say one -- A 9 new requirement that's been -- 10 I guess it was last year that 11 we included was the 12 immigration status form. And 13 I know you guys know all that 14 goes on in the media and the 15 concerns and jobs moving and 16 illegal immigrants. Please 17 date and sign that. I had a 18 vendor to put on there not 19 applicable, included it in 20 their proposal, and I had to 21 disqualify them. Had the 22 proposal all done, looked as 23 if everything was there, but</p>
<p style="text-align: right;">Page 11</p> <p>1 you turn the proposals in. If 2 you call around to anybody or 3 anybody -- and I hate to sound 4 like a stickler -- you will be 5 disqualified. And I have 6 people to do that. Because 7 sometimes you know Gary and 8 Susan and you'll call them, 9 and they're great to say, 10 huh-uh, you better not call me 11 and ask me anything; please 12 don't do that. And they 13 always let me know. 14 Any questions -- Okay. 15 We've already had the 16 deadlines for questions. I 17 received those. The 18 department's responses will be 19 posted on the web site 20 tomorrow if -- Yeah, 21 Thursday. Sorry. I'm getting 22 confused. 23 You guys are here at the</p>	<p style="text-align: right;">Page 13</p> <p>1 because on that form included 2 that in there instead of just 3 dating and signing it, wrote 4 across there not applicable. 5 And there's nothing I could do 6 at that point, because the 7 deadline had passed. 8 So make sure that you 9 read through there and make 10 sure that you include 11 everything. Even if you're 12 not sure -- Well, at this 13 point the question and answer 14 period has passed. Include it 15 just to be safe. 16 MR. MITCHELL: Starr, can I say 17 something? 18 MS. STEWART: Uh-huh (positive 19 response). 20 MR. MITCHELL: I'm Gary Mitchell. 21 Just be sure that you 22 read over it and over it and 23 over it before you send it,</p>

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1 because, you know, so many
 2 people have sent in proposals
 3 and -- This day and age with
 4 technology we do a lot of
 5 cutting and pasting and moving
 6 and shifting and whatever.
 7 And we had one provider that
 8 on one RFP a whole section was
 9 left out, and that made a
 10 tremendous difference in their
 11 score. So I can't reiterate
 12 what Starr says any further
 13 than just read it several
 14 times before you send it in,
 15 because it's very important
 16 that the whole thing that you
 17 write gets here.
 18 MS. STEWART: Right. And have a
 19 fresh set of eyes look at it.
 20 You know once you've looked at
 21 it for weeks on end, you know
 22 what you mean to say, so
 23 you'll see that. So have a

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1 fresh set of eyes maybe look
 2 over your proposal before you
 3 submit it.
 4 In addition to that, we
 5 had -- Like you'll see, we had
 6 several RFPs (unintelligible),
 7 and several of you may want to
 8 propose -- And last year we
 9 had, like, ten issued at the
 10 same time. And so multiple
 11 vendors apply for multiple
 12 contracts. And there were
 13 bits and pieces of -- just
 14 several were disqualified
 15 because of that cutting and
 16 pasting, and requirements for
 17 one project were in one
 18 proposal. It was just a
 19 mess. And there's absolutely
 20 nothing that we can do at that
 21 point. Okay. That's covering
 22 the mandatory requirements.
 23 Section 1.8, general

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1 requirements. Are there any
 2 questions about any of that?
 3 (No response.)
 4 MS. STEWART: Anything under
 5 general requirements, Section
 6 1.8?
 7 Yes, Beth.
 8 MS. KIRKLEY: Beth Kirkley, FIT
 9 Homes.
 10 Starr, regarding the
 11 letter of intent, can it be
 12 faxed to you or must it be
 13 mailed?
 14 MS. STEWART: Must be mailed. And
 15 that was one of the questions,
 16 and the response will be there
 17 tomorrow but then it will be
 18 too late because the deadline
 19 is tomorrow. But, yes, they
 20 must be faxed.
 21 MS. WARD: You mean mailed.
 22 MS. STEWART: I mean, mailed. I'm
 23 sorry. Sorry, Beth. Yes,

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1 mailed.
 2 Section 1.9, submitting a
 3 proposal. And this is where
 4 things -- You need to make
 5 sure you're very clear on what
 6 you have to do. We are
 7 requiring one original and
 8 seven copies. However --
 9 However, one original and one
 10 copy should be as you've
 11 always submitted with all of
 12 your information in there.
 13 Six of the copies will have to
 14 be blind. And what that means
 15 is -- Let me tell you the best
 16 way that I think you guys
 17 should do it. Go ahead and
 18 develop your proposals as
 19 you've always done. If you're
 20 new, develop your proposals
 21 including all of the
 22 information that's required;
 23 your agency name, name -- your

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1 staff names, your board
 2 members' names if you want to
 3 include that.
 4 Once you've got that done
 5 and you've made a copy of
 6 that, you need to go in -- And
 7 if you're using Microsoft
 8 Word, you can use find and
 9 replace. And what we will do
 10 is shortly after this
 11 meeting -- well, by Friday
 12 hopefully -- you will get a
 13 letter from us, or maybe an
 14 e-mail. We haven't quite
 15 decided. But we've got --
 16 We're going to assign you a
 17 vendor identification letter.
 18 Like Beth, FIT Homes, may be
 19 Vendor A or Vendor Z. It just
 20 doesn't matter. So everywhere
 21 where you would normally put
 22 your agency's name, that's
 23 what you'll replace it with.

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1 When it comes to your
 2 staff, instead of identifying
 3 using names, you will want to
 4 use position titles, which
 5 most of you already have that
 6 in there. You just need to
 7 delete the names. So make
 8 sure -- When it asks for
 9 office location, because
 10 that's one of the
 11 requirements, just -- again
 12 you'll replace your name with
 13 Vendor A and you'll have to
 14 delete that identifying
 15 information. We oftentimes --
 16 Because of different
 17 situations we have to make
 18 changes to the way we conduct
 19 this process. This is one of
 20 the changes that we have found
 21 to be necessary for this
 22 procurement.
 23 Any questions about any

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1 of that?
 2 Yes, ma'am. Oh, I'm
 3 sorry. If you will stand up,
 4 say your name, spell it and --
 5 MS. NICHOLS: Okay. My name is
 6 Jane Nichols, J-A-N-E,
 7 N-I-C-H-O-L-S, and I'm with
 8 Serraj, S-E-R-R-A-J, Family
 9 Homes, Montgomery, Alabama.
 10 A question about that.
 11 History could be -- A vendor
 12 profile could be unique. Are
 13 we to assume that the reviewer
 14 will not recognize that my
 15 provider that I represent did
 16 not originally start in
 17 Nebraska, or whatever? Should
 18 I delete that, or what should
 19 I do?
 20 MS. STEWART: Again --
 21 MS. NICHOLS: What consideration
 22 should I make there?
 23 MS. STEWART: Again, what you will

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1 do is -- that's a good
 2 question -- is instead of
 3 using Serraj, you'll use
 4 Vendor -- and I'm going to say
 5 Vendor A for everybody, so
 6 nobody feels I'm giving
 7 preference -- Vendor A was
 8 established in -- and it's
 9 okay to say Nebraska.
 10 MS. NICHOLS: Okay.
 11 MS. STEWART: And that's it.
 12 Because it could be any of
 13 you. What will be clear,
 14 though, is your experience.
 15 And let me tell you that we
 16 have -- we will have your
 17 original proposals --
 18 I'll know. Nobody else.
 19 -- to verify that
 20 information, and so don't
 21 think this vendor is going to
 22 have to do a bunch of
 23 guesswork out of

Page 22	<p>1 (unintelligible). It's not 2 true. They'll know you as 3 Vendor A. And all of your 4 experience will be 5 identified. 6 You guys look totally 7 confused. Why? 8 MS. DAVILLA: I'm Doris Davilla 9 with Alabama Mentor. 10 It's just a follow-up to 11 what she was asking, is that 12 there may be additional 13 information that the proposal 14 may have in there -- 15 (Off-the-Record discussion.) 16 MS. DAVILLA: -- that may be 17 outside the state that we may 18 discuss or put in the proposal 19 that has to do with national 20 information. 21 MS. STEWART: And what you'll have 22 to say is Vendor A's governing 23 agency, or whatever, blah,</p>	Page 24	<p>1 I'm sorry but there's no way 2 around this for us. Because, 3 you know, it puts extra work 4 on us as well, so ... 5 MS. DAVILLA: I just want to make 6 sure it's clear. That's the 7 only reason I'm asking. 8 MS. STEWART: Oh, that's fine. 9 Ask as many -- 10 MS. DAVILLA: I understand. One 11 proposal with all the 12 information that's 13 electronic. 14 MS. STEWART: Okay. Let's go to 15 Section 1.9.1, page ten of the 16 RFP. 17 MS. WARD: This is a big one. 18 MS. STEWART: Okay. Do you see 19 where it says vendors must 20 submit one original proposal 21 and seven copies and one 22 electronic CD or DVD? 23 MS. DAVILLA: That's in addition</p>
Page 23	<p>1 blah, blah. 2 MS. DAVILLA: And can you go over 3 again what you said? You have 4 to have one proposal ... 5 MS. STEWART: You will submit one 6 original, which will have all 7 of your information. And 8 that's the proposal that 9 you'll develop first. Make a 10 copy of that and one extra 11 copy, so an original and one 12 copy will be -- will have all 13 of your information in it. 14 Okay. The six copies is where 15 you'll come in and you'll 16 replace your agency name with 17 your vendor identifier. 18 UNIDENTIFIED SPEAKER: Your 19 electronic copy? 20 MS. STEWART: Yes. Your 21 electronic copy will have all 22 of your information in it. 23 Y'all, I know this is --</p>	Page 25	<p>1 to the one and the seven and 2 one electronic? 3 MS. STEWART: Uh-huh (positive 4 response). Yes. Your disk. 5 MS. WARD: So there's nine all 6 together. 7 MR. MITCHELL: And the disk and 8 the original will have 9 everything. 10 MS. WARD: Yes, that's the key. 11 MS. STEWART: I just want y'all to 12 ask as many -- please ask 13 until it's clear for 14 everybody. 15 MS. WARD: Ask as many questions, 16 please. 17 MS. STEWART: Yes. 18 MS. WARD: This is your business. 19 And it won't be accepted if 20 it's not that. 21 MS. STEWART: You're not bothering 22 us. 23 MS. DAVILLA: That's why I'm</p>

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1 trying to clarify.
 2 MS. STEWART: Okay. Let me --
 3 Okay.
 4 MS. JENKINS: Just one more.
 5 MS. STEWART: Okay.
 6 MS. JENKINS: Cathy Jenkins,
 7 director of the Alliance
 8 project.
 9 We are not an agency.
 10 We're a collaboration of four
 11 agencies, so when I'm writing
 12 out the history, I put that
 13 we're a collaboration and I
 14 list the four agencies. So
 15 you don't want to know those
 16 four agencies; you just want
 17 to know we're a
 18 collaboration?
 19 MS. STEWART: Yes. Yes.
 20 MR. MITCHELL: Except on the
 21 original.
 22 MS. JENKINS: Except on the
 23 original. Got it.

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1 MS. STEWART: Okay. Let's get the
 2 original clear and out of the
 3 way. When you develop your
 4 proposal, you will develop
 5 your proposal adhering to
 6 meeting all of the
 7 requirements of this RFP with
 8 all of your identifying
 9 information. Clear? You
 10 will --
 11 MS. DAVILLA: Excuse me. I'm
 12 sorry. That has original
 13 signatures; that has
 14 everything in there that --
 15 MS. STEWART: Yes.
 16 Afterwards to create your
 17 blind copies what you will
 18 need to do is go in -- and if
 19 you're using Microsoft Word,
 20 you can do the find and
 21 replace. And what you'll do
 22 is go in and type your
 23 agency's name in the find.

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1 You will indicate your vendor
 2 identification as the
 3 replacement.
 4 MS. LAW: Okay. Just so I'm sure.
 5 Suzi Law with United Methodist
 6 Children's Home. S-U-Z-I,
 7 L-A-W.
 8 We are to have one copy
 9 that has all information on
 10 it?
 11 MS. STEWART: Yes.
 12 MS. LAW: So we're not -- After
 13 the original is done, we need
 14 to make a copy before we come
 15 back and erase everything --
 16 I mean, and put ID numbers; is
 17 that correct?
 18 MS. STEWART: Yes. Okay. Is that
 19 clear so far?
 20 MS. WARD: And let me ask a
 21 question now. Because you
 22 said on their job descriptions
 23 they need to make sure that

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1 they just state CEO --
 2 MS. STEWART: Job title.
 3 MS. WARD: -- and the job title.
 4 MS. STEWART: Right. Right.
 5 MS. WARD: So even in your
 6 original you're not going to
 7 be able to go through and
 8 replace that with a vendor,
 9 you know, ID number.
 10 MS. STEWART: Right.
 11 MS. WARD: So with your job
 12 descriptions, you're going to
 13 have to not have names, just
 14 positions.
 15 MS. STEWART: Which I went over
 16 before.
 17 MS. WARD: Right.
 18 MS. STEWART: Let's go over that
 19 part again.
 20 MS. WARD: Want to make sure they
 21 understand it.
 22 MS. STEWART: Okay. In addition
 23 to using your

Page 30	<p>1 identification -- vendor 2 identifier, when it comes to 3 you identifying your program 4 staff, their resumes and 5 whatever -- I would suggest 6 not using resumes rather than 7 job descriptions -- you will 8 not include names. You will 9 only use titles. This is 10 going to be tedious, I know, 11 for you guys. Same for us. 12 You're just going to have to 13 make sure you don't have any 14 names that would -- that an 15 evaluator could associate with 16 your agency. 17 MS. WISNER: And that's -- that's 18 on the original too? 19 COURT REPORTER: What's your name? 20 MS. WARD: Your name? 21 MS. WISNER: Pamela Wisner, 22 W-I-S-N-E-R, the Mentor 23 Network, Alabama Mentor.</p>	Page 32	<p>1 we'll be glad to ... 2 Yes. 3 MS. NICHOLS: Could I just repeat? 4 I'm just thickheaded. Jane 5 Nichols, N-I-C-H-O-L-S, with 6 Serraj Family Homes. 7 We have an original and 8 one copy with everything? 9 MS. STEWART: Everything in it. 10 MS. NICHOLS: Including an 11 electronic copy with 12 everything in -- 13 MS. STEWART: Everything in it. 14 MS. NICHOLS: Then we have six 15 copies that are blind? 16 MS. STEWART: Right. 17 MS. WARD: Very well said. 18 MS. STEWART: Y'all, don't feel 19 bad. I'm telling you, you're 20 going to ... 21 Did you guys have a 22 question? 23 MS. LAW: I do. I would like --</p>
Page 31	<p>1 MS. STEWART: Okay. Let me get 2 the original clear, and we're 3 going to clear it up. 4 MS. WISNER: Yeah. 5 MS. STEWART: Everything is in 6 your original. We're talking 7 about the blind -- the blind 8 now. 9 Can y'all help me? 10 MR. MITCHELL: Your -- 11 MS. STEWART: Am I not -- Is this 12 not very clear? 13 MR. MITCHELL: Your original and 14 your soft copy will look just 15 like you've always done it. 16 The six copies that you will 17 send that are blind will be 18 the ones that you take the 19 things out. 20 MS. STEWART: Is that clear? Now, 21 y'all -- You're not hurting -- 22 If it's not, please -- or if 23 you want to see us afterwards,</p>	Page 33	<p>1 MS. STEWART: Say your name again. 2 MS. LAW: I'm sorry. Suzi Law, 3 United Methodist Children's 4 Home. 5 Now, we are going to get 6 these IDs very shortly; 7 right -- 8 MS. STEWART: Yes. 9 MS. LAW: -- so that we can -- 10 MS. STEWART: As I said earlier, 11 hopefully by Friday. 12 MS. WARD: Right. 13 MS. LAW: Okay. Because I want to 14 get it done. 15 MS. STEWART: Well, you've still 16 got to go ahead and develop 17 your proposal as usual, so -- 18 Yeah. But we will have that 19 to you. Hopefully, they'll go 20 out by Friday. 21 MS. DAVILLA: Yeah, I had a 22 question. Doris Davilla, 23 Alabama Mentor.</p>

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<p>1 So I want to clarify 2 again for me. So on the 3 original copy, the hard 4 copy -- Gary made a comment 5 about a soft copy, which is 6 just a replica of the original 7 copy with everything in it; 8 right? 9 MS. STEWART: Let's go back to 10 Section 1.9.1 on page ten. 11 His reference to the soft copy 12 is that CD and DVD that will 13 be on, you know ... 14 MS. DAVILLA: Okay. And let me 15 ask. And when you were saying 16 make a copy of it for a 17 purpose, does that mean you 18 want two hard copies or you 19 were just talking about making 20 copies to make the soft copy? 21 It's not clear. 22 MS. STEWART: I'm sorry. Now I'm 23 confused. Let's see. Let's</p>	<p>1 one original, seven copies and 2 one CD. 3 MS. STEWART: That's right. 4 MS. WARD: Now what you're saying 5 is you want one original with 6 everything on -- 7 MS. STEWART: It's still seven 8 copies. It's just -- 9 MS. WARD: Yeah. But it's a copy 10 of the original with 11 everything on it -- 12 MS. STEWART: Right. 13 MS. WARD: -- and a CD with 14 everything on it and six 15 blind. 16 MS. STEWART: And that was one of 17 the questions that will have 18 that clarification. So is 19 that clear now? 20 MS. DAVILLA: Doris Davilla. 21 There's one original hard 22 copy. 23 MS. STEWART: Uh-huh (positive</p>
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<p>1 wait a minute. Okay. As 2 required we're going -- you're 3 going to develop -- Let's 4 start with the beginning. 5 Develop your proposal as 6 always submitted with all of 7 your identifying information. 8 Okay. That's your 9 foundation. What I suggest -- 10 And then make a copy of that. 11 That will cover your original, 12 the one copy and your soft 13 copy, which is the DVD or CD. 14 Then I suggest you 15 renaming that saved copy and 16 calling it whatever you want 17 to, blind proposal. Then you 18 go in and do the replace -- 19 the find and replace, and 20 that's where your six copies 21 will come from. 22 MS. WARD: I think the confusion 23 is in here it says you'll have</p>	<p>1 response). 2 MS. DAVILLA: There's a copy of 3 that. 4 MS. STEWART: Yes. 5 MS. DAVILLA: There's a disk. 6 MS. STEWART: Yes. 7 MS. DAVILLA: And then there's six 8 copies that are -- the 9 identifier -- 10 MS. STEWART: That are blind. 11 MS. DAVILLA: Right. And 12 everything has to submitted to 13 y'all -- 14 MS. STEWART: Together. 15 MS. DAVILLA: -- together in a 16 package, but nothing is 17 e-mailed because the disk is 18 the e-mail copy? Or you have 19 to e-mail something? 20 MS. STEWART: Just the disk. 21 MS. DAVILLA: So the disk is the 22 electronic copy. 23 MR. MITCHELL: Right.</p>

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1 MS. DAVILLA: I got it now. Thank
 2 you.
 3 MS. STEWART: Yes, ma'am.
 4 MS. CORNETT: I'm Susanna Cornett,
 5 S-U-S-A-N-N-A, C-O-R-N-E-T-T,
 6 with Gateway.
 7 Speaking of the blind
 8 copies, there are a number of
 9 forms that are not going to be
 10 digitized. For example, our
 11 IRS letter, TIN form, those
 12 kinds of things. We're
 13 supposed to redact our names
 14 on those as well in the blind
 15 copies?
 16 MS. STEWART: Right. And the way
 17 that you can do those forms
 18 that you're going to scan in
 19 or anything is make a copy of
 20 that. You can use a marker to
 21 mark out that identifying
 22 information. That will be
 23 fine. And then you scan it

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1 into the copies.
 2 MS. CORNETT: Thank you.
 3 MS. STEWART: I know it's extra
 4 work, guys. And we're -- If
 5 there was -- You know we would
 6 do it the old way if it was
 7 possible, but we've got to
 8 make these changes.
 9 Any questions about any
 10 of that so far? Is everybody
 11 clear?
 12 (No response.)
 13 MS. STEWART: Okay. Moving -- I'm
 14 moving right along here,
 15 because we've got a lot of
 16 things to cover.
 17 (Off-the-Record discussion.)
 18 MS. STEWART: Section 2 begins on
 19 page 12. Any questions about
 20 anything under Section 2?
 21 That will be --
 22 MS. LAW: I have a question on the
 23 forms to --

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1 MS. STEWART: I'm sorry. Every
 2 single time you have to say
 3 your name and --
 4 MS. LAW: Suzi Law, United
 5 Methodist Children's Home.
 6 This is another -- This
 7 is different from in the
 8 past. Do you want --
 9 MS. STEWART: I'm sorry. What are
 10 you referring to?
 11 MS. LAW: Under 1.9.3.
 12 MS. STEWART: Okay.
 13 MS. LAW: So these -- One original
 14 and seven copies and the --
 15 there aren't any
 16 identifying -- but, you
 17 know --
 18 MS. STEWART: They'll be done the
 19 same way.
 20 MS. LAW: They'll be done the same
 21 way.
 22 MS. STEWART: You will have your
 23 original and one copy that

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1 will have all of your
 2 information. I'm speaking of
 3 the cost proposal. And the
 4 six additional copies of the
 5 cost proposal will be blind.
 6 MS. LAW: And then those are in a
 7 separate envelope?
 8 MS. STEWART: Yes.
 9 Any more questions about
 10 anything under Section 1?
 11 (No response.)
 12 MS. STEWART: Moving on to Section
 13 2, which begins on page 12.
 14 Any questions about anything
 15 under Section 2; authority,
 16 vendor competition,
 17 nondiscrimination, immigration
 18 status, anything?
 19 (No response.)
 20 MS. STEWART: Moving right along.
 21 Anything -- Any questions
 22 about any of the department's
 23 reservations?

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<p>1 (No response.)</p> <p>2 MS. STEWART: We're going to move</p> <p>3 right along to Section 3,</p> <p>4 scope of project, which begins</p> <p>5 on page 16. Are there any ...</p> <p>6 Yes, ma'am.</p> <p>7 MS. WARD: Susanna.</p> <p>8 MS. CORNETT: Susanna Cornett,</p> <p>9 Gateway.</p> <p>10 On Section 3, page 16, it</p> <p>11 says, the need for</p> <p>12 psychotropic medications is</p> <p>13 noted under the third</p> <p>14 paragraph of this section.</p> <p>15 The psychiatric services are</p> <p>16 not indicated under the core</p> <p>17 service Section 3.1. Do we</p> <p>18 need to address this in the</p> <p>19 format? We have requested it</p> <p>20 (unintelligible) for</p> <p>21 psychiatric services.</p> <p>22 MR. MITCHELL: We've talked</p> <p>23 about -- Gary Mitchell.</p>	<p>1 that to --</p> <p>2 MR. MITCHELL: We're adding that.</p> <p>3 MS. WARD: We're adding that to</p> <p>4 the core services.</p> <p>5 MS. CORNETT: Okay. One other</p> <p>6 question on Section 3, page</p> <p>7 25, programmatic information.</p> <p>8 The second paragraph of this</p> <p>9 section notes that children in</p> <p>10 TFC foster homes may also</p> <p>11 require substance abuse</p> <p>12 treatment. Will this be at</p> <p>13 the department's expense if</p> <p>14 such a need arises?</p> <p>15 MR. MITCHELL: Yes.</p> <p>16 MS. CORNETT: Thank you.</p> <p>17 MS. STEWART: Let me remind you</p> <p>18 guys to stay with where we</p> <p>19 are. We'll go through and as</p> <p>20 I go from page to page, you'll</p> <p>21 ask your question as it</p> <p>22 pertains to the section we're</p> <p>23 on.</p>
Page 43	Page 45
<p>1 Susan and I have</p> <p>2 discussed that today, and we</p> <p>3 will go ahead -- I believe</p> <p>4 it's called physician</p> <p>5 assessment or something like</p> <p>6 that.</p> <p>7 MS. WARD: Yeah. I don't -- Susan</p> <p>8 Ward, DHR.</p> <p>9 In looking at the covered</p> <p>10 services by Medicaid Rehab in</p> <p>11 Chapter 105, I don't see one</p> <p>12 labeled psychiatric. I'm</p> <p>13 assuming that you mean</p> <p>14 physician slash medical</p> <p>15 assessment and treatment,</p> <p>16 which talks about medicine for</p> <p>17 the children, psychiatric</p> <p>18 visits, evaluation by a</p> <p>19 psychiatrist. Is that what</p> <p>20 you're talking about?</p> <p>21 MS. CORNETT: Yes. Uh-huh</p> <p>22 (positive response).</p> <p>23 MS. WARD: Okay. Yes, we will add</p>	<p>1 MS. WARD: I'd like to clarify</p> <p>2 something about the</p> <p>3 psychiatric services as well</p> <p>4 as the counseling. This would</p> <p>5 be left up to the provider.</p> <p>6 It's not a requirement that</p> <p>7 the provider secure these</p> <p>8 services if they don't have</p> <p>9 the people on their staff to</p> <p>10 provide the services. The</p> <p>11 counseling and the psychiatric</p> <p>12 services that she was</p> <p>13 addressing is up to the</p> <p>14 provider. If you have those</p> <p>15 people on your staff and you</p> <p>16 can provide it at no</p> <p>17 additional expense to you,</p> <p>18 that's fine. If you're having</p> <p>19 to secure those services</p> <p>20 outside of your normal staff,</p> <p>21 then that would not be a core</p> <p>22 service for you. And it will</p> <p>23 be written that it's at the</p>

Page 46	<p>1 option of the provider if 2 they're able to provide it. 3 Is that clear? 4 (No response.) 5 MS. STEWART: Okay. Any questions 6 about 3.1, core services for 7 standard TFC category of 8 care? 9 MS. LAW: Suzi Law, United 10 Methodist Children's Home. 11 On page 17 -- 12 MS. STEWART: Could you stand, 13 Suzi? 14 If you guys will stand, 15 she can hear because you're 16 voices will carry. 17 MS. LAW: On requirement I, it 18 talks about the 19 extracurricular activities 20 being paid from the flex 21 funds. Since this is a core 22 service, how would we bill 23 that? Would that be on an</p>	Page 48	<p>1 section states that the TFC 2 provider must provide 3 individual counseling as 4 needed to meet the child's 5 treatment goals. Is a minimum 6 frequency mandated? 7 MS. WARD: The ISP. 8 MR. MITCHELL: The ISP. 9 MS. WARD: ISP will determine 10 that. 11 MS. CORNETT: Okay. Another 12 question from 3.1.1, services 13 to foster children, page 17. 14 Under letter L it states, 15 provide monthly therapy or 16 counseling sessions. Can the 17 group be a basic living skills 18 group facilitated by a 19 bachelor-level family and 20 child specialist or does the 21 leader have to be a 22 master's-level clinician? 23 MR. MITCHELL: This is -- This</p>
Page 47	<p>1 1870-A to the County? 2 MR. MITCHELL: You don't bill 3 that. It's actually -- 4 That -- Those things that are 5 written in bold in here are 6 the County's responsibility, 7 so it would be the County who 8 would have to secure or pay 9 for that service. You as a 10 provider just have to arrange 11 that and make sure that the 12 child gets there and that sort 13 of thing. 14 MS. LAW: Okay. And then have 15 them -- the -- whatever 16 activity send the bill to 17 DHR? 18 MR. MITCHELL: That's correct. 19 MS. LAW: Okay. 20 MS. CORNETT: Susanna Cornett, 21 Gateway. 22 Section 3.1.1, number X, 23 core services, page 18. This</p>	Page 49	<p>1 particular section was talking 2 about a group therapy rather 3 than group basic living 4 skills, so it would have to be 5 a clinician. 6 MS. CORNETT: A master's-level 7 clinician? 8 MR. MITCHELL: Right. 9 MS. CORNETT: Okay. Thank you. 10 MR. MITCHELL: As long as it meets 11 the Medicaid criteria. That's 12 what we -- 13 MS. WARD: Right. 14 MS. STEWART: Moving right along. 15 We're on the bottom of 16 section -- of page 18, 3.1.3. 17 Any questions about any of 18 that? 19 (No response.) 20 MS. STEWART: Moving to -- Oh, 21 okay. 22 MS. LAW: Suzi Law, United 23 Methodist Children's Home.</p>

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1 On the -- On the services
 2 to birth families, 3.1.2, on
 3 page 18, C, for those cases
 4 where children do not
 5 regularly see their families
 6 and there's really not the
 7 opportunity to provide those
 8 services, in the RFP would it
 9 be appropriate to say in the
 10 cases where children have
 11 regular visitation we will do
 12 this? Because I hate to say
 13 we will do this in all cases
 14 when it's just simply not
 15 feasible.
 16 MR. MITCHELL: Yes, that would
 17 be -- that would be
 18 appropriate.
 19 MS. LAW: Okay.
 20 MS. CORNETT: Susanna Cornett,
 21 Gateway. I have lots of
 22 questions today.
 23 Section 3.1.2, number A,

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1 page 18. Is the wording on
 2 this section correct? Should
 3 it say be an active
 4 participant or maintain active
 5 participation?
 6 MR. MITCHELL: Maintain active
 7 participation or be an active
 8 participant, whichever.
 9 MS. CORNETT: Whichever works.
 10 MR. MITCHELL: Whichever works for
 11 you.
 12 MS. CORNETT: And just a little
 13 more clarification on C --
 14 Section 3.1.2(c). Would this
 15 section only be applicable for
 16 permanency goals,
 17 re-unification or relative
 18 placement?
 19 MR. MITCHELL: Yes.
 20 MS. WARD: I think that's what she
 21 just asked.
 22 MS. CORNETT: Thank you.
 23 MS. STEWART: Yes.

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1 MS. WISNER: Pamela Wisner,
 2 Alabama Mentor.
 3 On Section 3.1.1(y),
 4 provide medication,
 5 administration and
 6 monitoring. Can you just
 7 define that for us?
 8 MR. MITCHELL: That is defined in
 9 Chapter 105 --
 10 MS. WARD: Chapter 105.
 11 MR. MITCHELL: -- in Medicaid,
 12 ma'am.
 13 MS. WISNER: So we're going
 14 strictly by that?
 15 MR. MITCHELL: Yes.
 16 MS. MCLENDON: Michelle McLendon,
 17 M-C-L-E-N-D-O-N, Wilmer Hall.
 18 On 3.1.2(a), what is the
 19 level of the participation in
 20 assessing the biological
 21 families from the vendors'
 22 point of view?
 23 MR. MITCHELL: We are asking you

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1 as the vendor, who is in that
 2 home and with the child and
 3 with the foster parents on a
 4 regular basis, to give us your
 5 opinion on whether you think
 6 this family is really a viable
 7 option for placement for the
 8 child. And, of course, that
 9 input would be vital at the
 10 ISP meeting so that the County
 11 can then make the decision
 12 whether to change the
 13 permanency goal from return to
 14 parent to another appropriate
 15 goal.
 16 MS. MCLENDON: So you're not
 17 talking about the biological
 18 parent?
 19 MR. MITCHELL: Yes, the biological
 20 parent.
 21 MS. MCLENDON: Okay. So you want
 22 us in the biological home?
 23 MR. MITCHELL: Exactly. Right.

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1 MS. MCLENDON: Okay. Well, you
 2 said foster home, I think.
 3 That threw me off. But maybe
 4 I'm wrong.
 5 So you want the vendors
 6 to be in the biological home?
 7 MR. MITCHELL: (Nods head.)
 8 MS. MCLENDON: Do you want us to
 9 be the primary assessment
 10 provider or does DHR partner
 11 with us on that?
 12 MR. MITCHELL: You will just be a
 13 piece of that assessment. The
 14 DHR worker will be responsible
 15 for the complete assessment.
 16 But we value your opinion on
 17 whether you think this family
 18 is a viable option for
 19 placement for this child.
 20 MS. MCLENDON: Okay.
 21 MS. ESTLE: Kelly Estle with
 22 St. Mary's Home.
 23 And it's page 18, the

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1 same section, 3.1.2. With
 2 that are we going to be
 3 sharing responsibilities to --
 4 with other contract
 5 providers? Who's going to
 6 have the primary
 7 responsibility of working with
 8 the biological parents?
 9 MR. WYNNE: In the TFC cases, what
 10 other contract provider would
 11 be helping?
 12 MR. MITCHELL: Well, if you have
 13 two contract providers working
 14 with the same families, the
 15 biological family.
 16 MR. WYNNE: It's on the
 17 continuum.
 18 MS. ESTLE: Yeah.
 19 COURT REPORTER: What is your
 20 name?
 21 MR. MITCHELL: This is not part of
 22 the continuum.
 23 MS. WARD: Andy Wynne, W-Y-N-N-E.

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1 MR. MITCHELL: That whole -- The
 2 whole continuum concept --
 3 MS. WARD: St. Mary's.
 4 MR. MITCHELL: This is a
 5 stand-alone TFC program. So,
 6 yes, you would be the main
 7 person in the home providing
 8 the service.
 9 MS. WARD: For that child.
 10 MR. MITCHELL: In your continuums
 11 it would be a little
 12 different. You would have a
 13 lot of different providers in
 14 there working with you. But
 15 on this, this is the
 16 stand-alone TFC program that
 17 we're talking about.
 18 MS. ESTLE: But what if there are
 19 two agencies involved in it,
 20 though?
 21 MS. WARD: Well, the continuum is
 22 not going to be -- You're
 23 going to be the advocate for

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1 that child. You're going to
 2 be assessing the child and how
 3 he interacts with the
 4 family and the family -- and
 5 his ability to do that. The
 6 continuum is working with the
 7 whole family. You're working
 8 more with that one child.
 9 MS. GRABARCZYK: Michelle
 10 Grabarczyk,
 11 G-R-A-B-A-R-C-Z-Y-K, Youth
 12 Villages.
 13 I think I know what
 14 you're talking about, Kelly.
 15 For example, we have some
 16 cases who are somebody else's
 17 foster care. And I know our
 18 preference in that case would
 19 be that we take the lead or
 20 the bio family or vice versa.
 21 We as the foster care are
 22 considered to be
 23 (unintelligible). So is

Page 58	<p>1 that -- I mean, that's -- I</p> <p>2 guess I would want to know</p> <p>3 that it is okay to sort of</p> <p>4 share that responsibility --</p> <p>5 MR. MITCHELL: Sure. Yes.</p> <p>6 MS. GRABARCZYK: -- as long as</p> <p>7 it's being done.</p> <p>8 MS. WARD: Okay. As long as the</p> <p>9 child that's in the</p> <p>10 therapeutic foster care is</p> <p>11 also being represented by that</p> <p>12 assessment.</p> <p>13 MS. STEWART: Okay. Any</p> <p>14 additional questions for</p> <p>15 Section 3.1.2?</p> <p>16 (No response.)</p> <p>17 MS. STEWART: Moving on to the</p> <p>18 bottom of page 18, Section</p> <p>19 3.1.3, services to TFC</p> <p>20 families from the TFC agency.</p> <p>21 Any questions regarding that</p> <p>22 part -- that section?</p> <p>23 MS. LAW: Suzi Law, United</p>	Page 60	<p>1 mean, you can combine those</p> <p>2 two as long as you get --</p> <p>3 MS. LAW: Both.</p> <p>4 MR. MITCHELL: -- the amount of</p> <p>5 time that you need for both.</p> <p>6 Right.</p> <p>7 MS. ESTLE: Kelly Estle,</p> <p>8 St. Mary's again.</p> <p>9 MS. STEWART: You need -- You guys</p> <p>10 need to stand so that she can</p> <p>11 hear you.</p> <p>12 MS. ESTLE: It's just that -- I</p> <p>13 feel like I'm just sort of</p> <p>14 nitpicking. But the provide</p> <p>15 40 hours of preservice</p> <p>16 training including GBS and it</p> <p>17 didn't mention anything about</p> <p>18 deciding together, so --</p> <p>19 MR. MITCHELL: The questions and</p> <p>20 answers clear those up, so</p> <p>21 that will be on the web. But</p> <p>22 deciding together is a</p> <p>23 component of GPS. You only do</p>
Page 59	<p>1 Methodist Children's Home.</p> <p>2 On the monthly in-service</p> <p>3 group, I know it describes it</p> <p>4 more as a support group. Can</p> <p>5 there be an in-service</p> <p>6 component to that group?</p> <p>7 Would that be appropriate as</p> <p>8 well?</p> <p>9 MR. MITCHELL: I'm sorry. We</p> <p>10 were --</p> <p>11 MS. LAW: I'm sorry. On 3.1.3,</p> <p>12 services to TFC families, on D</p> <p>13 at the bottom of page 18,</p> <p>14 conduct monthly support</p> <p>15 group/meeting for therapeutic</p> <p>16 foster care. In addition to</p> <p>17 it being the support and</p> <p>18 interaction and networking</p> <p>19 between foster parents, can</p> <p>20 there be an in-service</p> <p>21 component to that that goes</p> <p>22 towards the 24 hours?</p> <p>23 MR. MITCHELL: This is -- Yes. I</p>	Page 61	<p>1 deciding together if the</p> <p>2 family cannot do GPS. GPS is</p> <p>3 preferable. If they can't do</p> <p>4 that, then you would then</p> <p>5 decide together.</p> <p>6 I want to go back on the</p> <p>7 other questions too. The 24</p> <p>8 hours yearly, I think</p> <p>9 everybody has kind of gotten</p> <p>10 the concept that that has to</p> <p>11 be done in a group/meeting or</p> <p>12 where parents come together.</p> <p>13 We don't care how you get the</p> <p>14 training. It could be</p> <p>15 Internet training, or</p> <p>16 whatever -- reading books or</p> <p>17 reading articles as long as</p> <p>18 you have some way to document</p> <p>19 that they've done that and you</p> <p>20 put that in their records so</p> <p>21 when we come do our reviews we</p> <p>22 see that. But you can</p> <p>23 certainly combine that with</p>

Page 62	<p>1 your support meetings if you</p> <p>2 want to.</p> <p>3 MS. STEWART: Any additional</p> <p>4 questions for Section 3.1.3?</p> <p>5 (No response.)</p> <p>6 MS. STEWART: Okay. Moving on to</p> <p>7 page 19, Section 3.2, core</p> <p>8 services for step-down TFC</p> <p>9 category of care. Any</p> <p>10 questions under Section 3.2.1,</p> <p>11 services to foster children</p> <p>12 from the TFC agency?</p> <p>13 (No response.)</p> <p>14 MS. STEWART: Moving on to page</p> <p>15 20, 21. Any questions under</p> <p>16 Section 3.2.2, services to TFC</p> <p>17 families from the TFC agency?</p> <p>18 (No response.)</p> <p>19 MS. STEWART: And now Section 3.3,</p> <p>20 bottom of page -- or page 22</p> <p>21 midway, planning</p> <p>22 responsibility. Any questions</p> <p>23 there?</p>	Page 64	<p>1 stuff if it's not identified</p> <p>2 clearly in your proposal, it</p> <p>3 is a mess and it is a</p> <p>4 problem.</p> <p>5 So please, please, please</p> <p>6 do not use those paper</p> <p>7 inserts. You may run the risk</p> <p>8 of being disqualified if you</p> <p>9 do. It's that bad. Because</p> <p>10 we -- I don't know if you guys</p> <p>11 were -- if you were a part of</p> <p>12 the spring. We had proposals</p> <p>13 stacked up to the walls and</p> <p>14 cubicles full and drawers.</p> <p>15 There is no way for us to go</p> <p>16 back and try and put your</p> <p>17 stuff in. Everything has to</p> <p>18 be submitted like it's going</p> <p>19 to be evaluated right then.</p> <p>20 So you can buy those little</p> <p>21 adhesive ones. You can print</p> <p>22 them off and type them on --</p> <p>23 make sure it's typed -- on</p>
Page 63	<p>1 (No response.)</p> <p>2 MS. STEWART: We're going to move</p> <p>3 right on to Section 4, which</p> <p>4 is the proposal format and</p> <p>5 instructions. Section -- I'm</p> <p>6 going to go on down to Section</p> <p>7 4.2, proposal format, which is</p> <p>8 midway page 23. Any questions</p> <p>9 regarding those requirements?</p> <p>10 (No response.)</p> <p>11 MS. STEWART: Let me talk about</p> <p>12 the tabs. You see there in</p> <p>13 Section 2 -- 4.2, proposal</p> <p>14 format, it's bolded, do not</p> <p>15 use tabs with the paper</p> <p>16 inserts. Y'all, I'm going to</p> <p>17 tell you, it's like it snowed</p> <p>18 when you guys bring those</p> <p>19 things and they are not taped</p> <p>20 in if they're not adhesive.</p> <p>21 Then when it's time to</p> <p>22 evaluate and evaluators are</p> <p>23 having to try to find your</p>	Page 65	<p>1 little labels and stick it on</p> <p>2 a tab. Another thing is --</p> <p>3 Well, that's it. Just</p> <p>4 those -- It's really bad when</p> <p>5 you guys do those.</p> <p>6 Again, do we have any</p> <p>7 questions or are --</p> <p>8 Yes, ma'am.</p> <p>9 MS. CORNETT: Susanna Cornett,</p> <p>10 Gateway.</p> <p>11 These are both on page</p> <p>12 25, Section 4.2.5 --</p> <p>13 MS. STEWART: Okay. Let me --</p> <p>14 Wait until we get there.</p> <p>15 MS. CORNETT: Okay. I thought we</p> <p>16 were doing all 4.2.</p> <p>17 MS. STEWART: Oh, we are.</p> <p>18 Don't -- Let me just wait when</p> <p>19 we go down, if you don't mind.</p> <p>20 MS. CORNETT: That's fine. That's</p> <p>21 fine.</p> <p>22 MS. STEWART: Any questions</p> <p>23 about -- Let me tell you.</p>

Page 66	<p>1 Make sure your cover page is 2 signed. It's mandatory that 3 that's a disqualifier. We 4 will not call anybody and say 5 you missed this. None of that 6 is going to be -- is going to 7 happen. So, please, have some 8 fresh eyes look over your 9 proposals before you -- your 10 proposal before you submit it 11 and make sure everything that 12 should be done is done. 13 Moving on down. You see 14 we've made some changes to 15 that legal status 16 form/taxpayer identification 17 number. If you don't have 18 your letter from the IRS, 19 please complete that form. 20 Again, in your copies you will 21 remove identifying 22 information. 23 Yes, ma'am.</p>	Page 68	<p>1 say that the original for me 2 is your -- That's the most 3 important part for my area. 4 The -- Well, it's all 5 important. And I will always 6 have that to refer back to if 7 ever after we've gone through 8 this process Susan and Gary 9 have issues and for 10 contractual issues. 11 I'll have your original 12 proposal with all of your 13 information. We -- Deborah 14 Tarver, who works with me, and 15 I will know who you are if 16 you're Vendor Z, so don't 17 worry about any of that. But 18 on those sheets -- the cover 19 sheets for your blind copies, 20 yes, you will not -- you will 21 want to mark through the 22 signature line. 23 MS. LAW: Suzi Law, United</p>
Page 67	<p>1 MS. MCLENDON: Michelle McLendon 2 from Wilmer Hall. 3 Going back to the one 4 original, one copy, six other 5 blind copies. Is there only 6 one cover sheet, or do you put 7 a cover sheet with each copy? 8 And how do you blind a cover 9 sheet? 10 MS. STEWART: Just as you'll go in 11 and put your information in 12 the original, you'll go in and 13 you'll put the vendor 14 identifier in the blind 15 sheets. 16 MS. MCLENDON: Instead of signing 17 it? 18 MS. STEWART: Oh, instead of your 19 signature. Okay. That's a 20 whole new question, and that 21 is a good one. On the six 22 blind copies on that cover 23 sheet -- Okay. Let me just</p>	Page 69	<p>1 Methodist Children's Home. 2 Do you want all the 3 copies tabbed? 4 MS. STEWART: Yes. Yes. 5 Any questions -- Any 6 additional questions under ... 7 Never mind. Licensing 8 requirements, which is on -- 9 at the top of page 24, 4.2.4. 10 Are there any questions about 11 licensing? 12 (No response.) 13 MS. STEWART: You guys understand 14 the deadline? You understand 15 which license you have to 16 have? Please, please make 17 sure your license is current. 18 Gloria Derico is sitting at 19 the back. She is the director 20 of licensing. She can -- I 21 just want to make sure that 22 everything is done. 23 Deborah (sic), do you</p>

Page 70	<p>1 have anything that you need to</p> <p>2 say about that? We sort of</p> <p>3 touched over the deadline</p> <p>4 being Thursday, but do you</p> <p>5 have anything that you want to</p> <p>6 add about licensing?</p> <p>7 MS. DERICO: Who's Deborah?</p> <p>8 MS. STEWART: Oh, Gloria. What</p> <p>9 did I say?</p> <p>10 MS. DERICO: You said Deborah.</p> <p>11 MS. STEWART: I'm sorry. I meant</p> <p>12 Gloria.</p> <p>13 MS. WARD: Gloria Derico.</p> <p>14 MS. DERICO: Gloria Derico,</p> <p>15 D-E-R-I-C-O.</p> <p>16 I was just looking at the</p> <p>17 sign-in roster, and I notice I</p> <p>18 see at least six new</p> <p>19 prospective child placing</p> <p>20 agency applicants, and I only</p> <p>21 have application for one.</p> <p>22 Keep in mind the deadline is</p> <p>23 March 6th.</p>	Page 72	<p>1 license for a residential</p> <p>2 provider. So it's got to be</p> <p>3 your child placing agency</p> <p>4 license that we get a copy of,</p> <p>5 okay?</p> <p>6 MS. STEWART: Okay. Under Section</p> <p>7 two point -- I'm sorry --</p> <p>8 4.2.5, technical proposal.</p> <p>9 And I'm just going to not --</p> <p>10 Do you have any questions</p> <p>11 there?</p> <p>12 MS. STINSON: Under the next one.</p> <p>13 MS. STEWART: Under vendor profile</p> <p>14 and experience.</p> <p>15 Go ahead.</p> <p>16 MS. STINSON: I'm Cynthia Stinson,</p> <p>17 Christian Services for</p> <p>18 Children.</p> <p>19 I'm -- My question is in</p> <p>20 reference to 4.2.5.1.1. My</p> <p>21 question is, is it acceptable</p> <p>22 for a provider with prior</p> <p>23 similar history to respond to</p>
Page 71	<p>1 MS. STEWART: Which is Thursday.</p> <p>2 MS. WARD: And -- Susan Ward,</p> <p>3 Department of Human Resources.</p> <p>4 I brought some</p> <p>5 applications and some of the</p> <p>6 guides that you'll need to</p> <p>7 complete those applications.</p> <p>8 They're here up front, so if</p> <p>9 you'd like to grab some of</p> <p>10 those while you're here today</p> <p>11 and complete and submit them,</p> <p>12 you can do that.</p> <p>13 MR. MITCHELL: Again, I just want</p> <p>14 to reiterate what we said a</p> <p>15 little earlier. Make sure</p> <p>16 when you send it in you go</p> <p>17 back and look at it, because</p> <p>18 we have gotten proposals for</p> <p>19 child placing agencies -- And</p> <p>20 we have a lot of providers</p> <p>21 that do residential and other</p> <p>22 things too. And we have</p> <p>23 gotten in those proposals the</p>	Page 73	<p>1 this section including both</p> <p>2 the prior experience and the</p> <p>3 proposed plan for provision of</p> <p>4 TFC in this particular</p> <p>5 proposal?</p> <p>6 MR. MITCHELL: Yes.</p> <p>7 MS. STEWART: In that section,</p> <p>8 yes.</p> <p>9 MS. STINSON: The answer is yes?</p> <p>10 MS. STEWART: Yes.</p> <p>11 MS. STINSON: Thank you.</p> <p>12 MS. ESTLE: Kelly Estle, again,</p> <p>13 St. Mary's.</p> <p>14 I'm not sure if this is</p> <p>15 the right place for the</p> <p>16 licensing credentials, but do</p> <p>17 we include a copy of our</p> <p>18 staff's license like special</p> <p>19 license or anything like we</p> <p>20 have in the past?</p> <p>21 MS. STEWART: Huh-uh (negative</p> <p>22 response).</p> <p>23 MS. ESTLE: No?</p>

Page 74	<p>1 MS. WARD: (Shakes head.)</p> <p>2 MS. STEWART: Moving right along</p> <p>3 to references, 4.2.5.1.2.</p> <p>4 MS. WARD: Wait a minute.</p> <p>5 MS. MCLENDON: You didn't do the</p> <p>6 technical proposal</p> <p>7 definition. You were going</p> <p>8 there.</p> <p>9 MS. STEWART: Oh, okay.</p> <p>10 COURT REPORTER: What was her</p> <p>11 name?</p> <p>12 MS. STEWART: Let me go back up to</p> <p>13 4.2.5.</p> <p>14 MS. WARD: McLendon.</p> <p>15 MS. STEWART: And what did you</p> <p>16 want me to go over there?</p> <p>17 MS. MCLENDON: You were going to</p> <p>18 talk about the technical</p> <p>19 proposals.</p> <p>20 MS. STEWART: Right. What I'm</p> <p>21 covering is what's required in</p> <p>22 the technical proposal.</p> <p>23 MS. MCLENDON: Okay.</p>	Page 76	<p>1 COURT REPORTER: Your name?</p> <p>2 MS. ESTLE: I'm sorry. Kelly</p> <p>3 Estle.</p> <p>4 The -- It says the State</p> <p>5 department office, so we can't</p> <p>6 use DHR State. What about</p> <p>7 county workers?</p> <p>8 MS. STEWART: Joel, do you want to</p> <p>9 address that?</p> <p>10 MR. MARSH: Tell me where we are.</p> <p>11 I'm sorry.</p> <p>12 MS. STEWART: Page 24, references,</p> <p>13 Section 4.2.5.1.2.</p> <p>14 Your question is, can you</p> <p>15 use county employees as</p> <p>16 references?</p> <p>17 MS. ESTLE: It just said you can't</p> <p>18 use State DHR workers. But</p> <p>19 can you use the county?</p> <p>20 MS. STEWART: And that's one of</p> <p>21 the questions you should -- We</p> <p>22 should not use the county.</p> <p>23 You should use other agencies</p>
Page 75	<p>1 MS. STEWART: Let me say that</p> <p>2 again. All of these things</p> <p>3 that are under that sub number</p> <p>4 you'll see that go on, this is</p> <p>5 what should be included in</p> <p>6 your proposal -- your</p> <p>7 technical proposal, starting</p> <p>8 with vendor profile and</p> <p>9 experience.</p> <p>10 Then I'm going on to</p> <p>11 references. Any questions</p> <p>12 about references, which is</p> <p>13 Section 4.2.5.1.2? Any</p> <p>14 questions there?</p> <p>15 (No response.)</p> <p>16 MS. STEWART: Okay. Past and</p> <p>17 present contractual</p> <p>18 relationships with the</p> <p>19 department. Any questions</p> <p>20 there?</p> <p>21 MS. ESTLE: Excuse me. A question</p> <p>22 on the references. Can we use</p> <p>23 county --</p>	Page 77	<p>1 that you've worked with. If</p> <p>2 you have contracted in other</p> <p>3 states or with other --</p> <p>4 MS. STINSON: The answer is you do</p> <p>5 not use county?</p> <p>6 MS. STEWART: Right.</p> <p>7 COURT REPORTER: What was your</p> <p>8 name?</p> <p>9 MS. STINSON: Oh, I'm sorry.</p> <p>10 COURT REPORTER: That's all right.</p> <p>11 MS. STINSON: Cynthia Stinson.</p> <p>12 COURT REPORTER: Thank you.</p> <p>13 MS. NICHOLS: I have a question.</p> <p>14 MS. STEWART: Yes.</p> <p>15 MS. NICHOLS: Jane Nichols,</p> <p>16 N-I-C-H-O-L-S, with Serraj</p> <p>17 Family Homes.</p> <p>18 Under references it</p> <p>19 states, in addition, the</p> <p>20 vendor must provide a list, if</p> <p>21 any, of all current and past</p> <p>22 contracts with the department,</p> <p>23 blah, blah. And then down in</p>

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1 the next section, please tell
 2 me, is that different? Would
 3 you clarify that for me,
 4 please? Is it asking in
 5 4.2.5.1.2 -- is that statement
 6 different from 4.2.5.1.3, past
 7 and present?
 8 MS. STEWART: No, it really
 9 isn't. Except there it covers
 10 past. No.
 11 MS. NICHOLS: So it wouldn't be
 12 repeated in both sections? Am
 13 I correct?
 14 MS. STEWART: I've got to read
 15 where you're talking about.
 16 MS. NICHOLS: Okay. Under
 17 references.
 18 MS. STEWART: Yes.
 19 MS. NICHOLS: It's the second or
 20 third sentence. I'm sorry.
 21 The third sentence. In
 22 addition, the vendor must
 23 provide a list, if any, of all

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1 current and past contracts
 2 with the department.
 3 MS. STEWART: Yeah, that's
 4 duplicative. And I'll make a
 5 note on the web that you
 6 should include that under
 7 Section 4.2.5.1.3, past and
 8 present contractual
 9 relationships.
 10 MS. NICHOLS: Okay.
 11 MS. STEWART: She had a question
 12 about a requirement under
 13 references, which is the
 14 second sentence in that
 15 paragraph that asks that
 16 vendors -- I'm sorry. It's
 17 the third sentence in that
 18 paragraph that asks vendors to
 19 list all current and past
 20 contracts. It is duplicative
 21 of the requirement just below
 22 it. So I'll post a note on
 23 the web today scratching

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1 through that and referring you
 2 to that requirement there so
 3 that you don't have to type it
 4 twice.
 5 MS. LAW: Suzi Law, United
 6 Methodist Children's Home.
 7 Under the reference
 8 section, this is just -- It
 9 says, for whom -- reference --
 10 other references for which it
 11 has performed similar
 12 services. Well, what if there
 13 are no other references for
 14 whom you performed, like,
 15 foster care services, maybe --
 16 or for people who have
 17 really -- their operations
 18 have been primarily contracted
 19 with the State and haven't
 20 done a lot of other types of
 21 services with other agencies?
 22 What --
 23 MS. STEWART: One suggestion that

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1 I would have is if you've
 2 worked collaboratively with
 3 another agency, you could use
 4 them as a reference.
 5 Joel, again, do you want
 6 to address this issue with --
 7 MS. LAW: We haven't done TFC
 8 services with anyone else
 9 besides the State.
 10 MS. WARD: We're the only one
 11 that's using --
 12 MR. MARSH: I mean, we're not
 13 counting off unless we get
 14 negative references.
 15 MS. STEWART: Right. If it's --
 16 MR. MARSH: So it doesn't hurt
 17 you. If you don't have a
 18 reference, I mean, you don't
 19 have a reference.
 20 MS. LAW: Well, then I'm the --
 21 MR. MARSH: I mean, they won't be
 22 penalized if all the work
 23 they've done is with the State

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1 and we say you can't get
 2 references from the State --
 3 MS. STEWART: Okay. If it's not
 4 TFC, though, and you have
 5 something else, any other --
 6 if you provide any other
 7 services and you've worked
 8 with another agency, you can
 9 list them as long as it's --
 10 Susan and Gary.
 11 MR. MITCHELL: Well, we're in the
 12 same quandary. I mean, if
 13 you've only done business with
 14 us and we're saying you have
 15 to give references, I don't
 16 know how we're going to
 17 penalize you if you don't give
 18 the references if you can't
 19 use us. Now, I understand
 20 that you can't use the State
 21 office. We might need to look
 22 at that --
 23 MS. STEWART: We probably do.

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1 Because this has been an issue
 2 with us in legal issues about
 3 you trying to get a contract
 4 with us and people in our
 5 department referring. Let us
 6 say that we will get back with
 7 you on that. We will post a
 8 response to the department --
 9 MS. LAW: Okay. Because, really,
 10 the people with whom we've
 11 worked the most --
 12 MS. STEWART: Only --
 13 MS. LAW: -- in this type of
 14 service are county --
 15 MS. WARD: Are DHR. Right.
 16 MS. STEWART: Yeah. Let us post a
 17 response to that.
 18 MR. BYRUM: Jim Byrum, Methodist
 19 Children's Home.
 20 Just a statement, not a
 21 question. But if we're not
 22 allowed to use county or
 23 in-state references, that's

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1 putting the State providers at
 2 a disadvantage. And I don't
 3 think that's legal.
 4 MR. MARSH: No. And that's what
 5 we're saying. I mean, I
 6 think -- we're not disagreeing
 7 with you. We just need to go
 8 back and look at that and see
 9 how we want to --
 10 MR. BYRUM: We're going to rework
 11 that so that we can use
 12 State --
 13 MS. STEWART: We will post --
 14 MS. WARD: We're not going to say
 15 that.
 16 MR. BYRUM: What?
 17 MS. WARD: I think -- I think --
 18 MR. BYRUM: You're going to have
 19 to --
 20 MS. WARD: I think that what
 21 he's -- I think what we're
 22 saying is we're going to look
 23 at it. I'm not sure that it's

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1 a point thing to you one way
 2 or the other.
 3 MR. MARSH: It's listed in the
 4 proposal.
 5 MS. WARD: It has been a point
 6 thing.
 7 MR. MARSH: It is a point.
 8 MS. WARD: Then it's going to be a
 9 big issue, because -- It's not
 10 so much with our residential.
 11 A lot of our residential
 12 providers do out-of-state
 13 business with other states.
 14 But TFC has been pretty much
 15 an isolated service for our
 16 department.
 17 MR. MARSH: And we'll look at that
 18 and --
 19 MS. WARD: It will be posted with
 20 the questions and answers
 21 tomorrow. I think they're
 22 going out tomorrow.
 23 MS. STEWART: On Thursday.

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1 MS. WARD: So we'll have an
 2 answer.
 3 MS. STEWART: So we'll make that
 4 clear as to how we're going to
 5 address that.
 6 Moving right along to --
 7 MS. NICHOLS: May I make a
 8 statement?
 9 MS. STEWART: Yes. Regarding --
 10 COURT REPORTER: What's your name?
 11 Excuse me.
 12 MS. WARD: Jane Nichols.
 13 MS. NICHOLS: I don't know. Maybe
 14 that makes --
 15 I'm Nichols. I'm sorry.
 16 COURT REPORTER: Okay.
 17 MS. NICHOLS: Does that make the
 18 department nervous to think
 19 about you being a reference?
 20 I mean, do you feel like
 21 you're in a bad position that
 22 you have to say I like them
 23 better than them? I mean,

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1 perhaps you can define what a
 2 reference is. Maybe a
 3 reference could just say, yes,
 4 I know they're in the business
 5 to do those, because ...
 6 MS. STEWART: Did you hear that,
 7 Joel?
 8 MR. MARSH: Yeah. But I'm not
 9 sure I understand the
 10 statement.
 11 MS. NICHOLS: It's a statement.
 12 Perhaps the term
 13 "reference" -- I'm just
 14 suggesting the term
 15 "reference" may make the
 16 department a little nervous
 17 feeling like I have to say
 18 that Suzi provides better
 19 services than Susan and --
 20 Suzi, Joe, or whatever.
 21 Perhaps if you define
 22 reference, in your mind at
 23 least, you would just be

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1 saying, yes, I know that
 2 Serraj Family Homes provides
 3 therapeutic foster care.
 4 MS. STEWART: It's not --
 5 MR. MARSH: But that's not really
 6 what we're looking for.
 7 MS. STEWART: Yeah.
 8 MR. MARSH: We know whether they
 9 provide the care or not.
 10 MS. NICHOLS: That -- Right. That
 11 would be helpful to us too --
 12 MR. MARSH: Right.
 13 MS. NICHOLS: -- if we know what
 14 you mean by reference.
 15 MS. STEWART: Okay. Let me
 16 explain that. By references,
 17 just as if you apply for a
 18 credit application, they want
 19 to know if you're credible.
 20 That's the same thing that
 21 we're looking for when you
 22 identify a reference. We
 23 don't want them to tell us

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1 like, Joel said, something
 2 that we know as -- you know,
 3 as to whether you're a
 4 contractor. We want to say,
 5 they are a contractor; they do
 6 provide the service; they do
 7 an excellent job; they do what
 8 they say they're going to do.
 9 That's what we mean by a
 10 reference.
 11 MS. NICHOLS: And that does put
 12 you in a bad situation.
 13 MS. STEWART: It does.
 14 MR. MARSH: And let me say
 15 something else. The problem
 16 we've got here is we've got
 17 conflicting or competing
 18 interest. We want to know,
 19 you know, what somebody else
 20 may tell us about you, but we
 21 can't ask ourselves. And if
 22 we ask a county worker --
 23 MS. STEWART: Right.

Page 90	<p>1 MR. MARSH: We're all one agency. 2 We're asking ourselves. It 3 will bring some question as to 4 how we evaluate. So we 5 obviously have a problem with 6 this, and we need to sit down 7 and come up with a good 8 resolution as to what is fair 9 to you guys but also doesn't 10 get us in trouble by having 11 one of our own people give a 12 reference to somebody that 13 we're evaluating independently 14 and fairly. But we'll try -- 15 we'll work that out for you, I 16 think. 17 MS. STEWART: And if you will 18 stand and repeat -- 19 MS. STINSON: Cynthia Stinson. 20 And I don't mean to beat 21 this -- But -- And I want to 22 be sensitive to the way I ask 23 this question. But when we</p>	Page 92	<p>1 regarding reference? 2 (No response.) 3 MS. STEWART: And, again, we will 4 post something that will give 5 clarification to that issue 6 with the responses on 7 Thursday. 8 Okay. Moving right along 9 to the next section, past and 10 present contractual 11 relationships with the 12 department. Any questions on 13 that section. 14 (No? Response.) 15 MS. STEWART: Going on to contract 16 performance. Any questions 17 regarding any of that? 18 (No response.) 19 MS. STEWART: We've added 20 something new this -- in this 21 RFP, and it is on page 25 in 22 bold. And it's the note that 23 reads no points will be</p>
Page 91	<p>1 are asking people to serve as 2 references, are we able to say 3 to them expect a contact? 4 MS. STEWART: Yes. You can -- You 5 can say to them you may 6 receive a call. 7 MS. STINSON: May. 8 MS. STEWART: Yes. Because that 9 states in there, may be 10 contacted. 11 MS. MYERS: Martha Myers, Lee 12 County Youth Development 13 Center. 14 What about, like, a 15 family court judge or mental 16 health, maybe -- 17 MS. STEWART: Anyone that you 18 think would be -- serve as a 19 good reference for what you 20 do, you can identify them. 21 MS. MYERS: Thank you. 22 MS. STEWART: That will be great. 23 Any more questions</p>	Page 93	<p>1 assigned to proposals -- no 2 points will be assigned to 3 proposals submitted by new or 4 current vendors who have 5 performed their contractual 6 obligations satisfactorily. 7 However, current vendors who 8 have performed 9 unsatisfactorily may 10 experience point deductions up 11 to a maximum of ten points. 12 That's brand new for this. 13 Any questions about that? 14 MS. NICHOLS: Yes. Jane Nichols, 15 Serraj Family Homes. 16 How do you define 17 unsatisfactorily? 18 MS. STEWART: You will know. 19 Gary, do you want to 20 address that? 21 MR. MITCHELL: Listen, if you're 22 on corrective action or you've 23 had a lot of -- we've had a</p>

Page 94	<p>1 lot of problems with you</p> <p>2 performing, you will know</p> <p>3 that.</p> <p>4 MS. STEWART: You will know that.</p> <p>5 MS. WARD: You know, there's a lot</p> <p>6 of people that go under</p> <p>7 corrective action. And you</p> <p>8 have to -- If you've ever been</p> <p>9 under that, you have to submit</p> <p>10 a written plan and it's</p> <p>11 monitored, and there's a date</p> <p>12 and time when you're</p> <p>13 released. And as long as</p> <p>14 you've responded to your -- I</p> <p>15 mean, everybody is going to</p> <p>16 have corrective action,</p> <p>17 because none of us are</p> <p>18 perfect. But this is a person</p> <p>19 that has outstanding</p> <p>20 corrective action that has not</p> <p>21 submitted a corrective action</p> <p>22 plan with a time frame of when</p> <p>23 those things that are wrong</p>	Page 96	<p>1 Founded complaints We have a</p> <p>2 lot of complaints. We want to</p> <p>3 make sure --</p> <p>4 MS. DERICO: They won't do a</p> <p>5 corrective action plan unless</p> <p>6 they're --</p> <p>7 MS. WARD: Right.</p> <p>8 MR. MARSH: Let me add here just</p> <p>9 for your judgment. Before we</p> <p>10 receive the proposals, we will</p> <p>11 pin down a criteria for this.</p> <p>12 This is still a little</p> <p>13 loosey-goosey right now as</p> <p>14 to -- I mean, not that -- you</p> <p>15 can't change if you've had</p> <p>16 past performance. That</p> <p>17 doesn't affect what you</p> <p>18 submit. But we will pin down</p> <p>19 and have a criteria for that</p> <p>20 before we evaluate so it's not</p> <p>21 up to the evaluator. Well --</p> <p>22 MS. WARD: Right.</p> <p>23 MR. MARSH: -- it's not something</p>
Page 95	<p>1 can be corrected. Isn't that</p> <p>2 right?</p> <p>3 Like with licensing as</p> <p>4 well as with the monitoring of</p> <p>5 your contract. That would be</p> <p>6 the two largest areas where</p> <p>7 you might have corrective</p> <p>8 action. Somebody has come out</p> <p>9 with your licensing and we put</p> <p>10 you under a corrective action</p> <p>11 plan, or when we monitor your</p> <p>12 records and find that there is</p> <p>13 some kind of a problem.</p> <p>14 Gloria, you want to say</p> <p>15 something?</p> <p>16 MS. DERICO: Yes.</p> <p>17 MS. WARD: Gloria Derico.</p> <p>18 MS. DERICO: Gloria Derico, State</p> <p>19 DHR.</p> <p>20 And also complaints will</p> <p>21 be provided as well if you're</p> <p>22 under --</p> <p>23 MS. WARD: Founded complaints.</p>	Page 97	<p>1 we deduct for. We will have</p> <p>2 that pinned down or concreted</p> <p>3 before these things are</p> <p>4 evaluated.</p> <p>5 MS. STEWART: Right.</p> <p>6 Okay. Moving right</p> <p>7 along. Any questions</p> <p>8 regarding that section?</p> <p>9 (No response.)</p> <p>10 MS. STEWART: Moving right on to</p> <p>11 project staff resumes and job</p> <p>12 descriptions. Any questions</p> <p>13 regarding that section?</p> <p>14 Yes.</p> <p>15 MS. LAW: Suzi Law, United</p> <p>16 Methodist Children's Home.</p> <p>17 Job descriptions can be</p> <p>18 attachments; is that correct?</p> <p>19 Otherwise, my proposal would</p> <p>20 be a hundred pages.</p> <p>21 MR. MITCHELL: Yes.</p> <p>22 MS. STEWART: Yes. And let me</p> <p>23 caution you on that. Yes,</p>

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<p>1 your job descriptions can 2 serve -- go under the 3 attachments. And make sure -- 4 Another thing is the technical 5 proposal is limited to 50 6 pages. Let me say here that 7 if you exceed the 50 pages 8 that information will be 9 removed. Stay within the 50 10 pages using 12 fonts. 11 Yes. 12 MS. STINSON: Cynthia Stinson, 13 Christian Services for 14 Children. 15 This is point five 16 again. I notice -- 17 MS. STEWART: This is what now? 18 MS. NICHOLS: This is 4.2.5.1.5. 19 MS. STEWART: Project 20 staff/resumes/job 21 descriptions? 22 MS. STINSON: Yeah. Yes. It 23 reads as staff description.</p>	<p>1 information just as you've 2 submitted proposals or if you 3 have developed them with all 4 of your information. Okay. 5 Then you will have to 6 submit six blind copies of 7 your proposal which will have 8 no identifying identification 9 except what we give you. Each 10 vendor will be assigned -- 11 Say, Vendor A. You will 12 replace your name throughout 13 your proposal with that 14 identifier. When it comes to 15 job descriptions and that 16 section identifying your 17 staff, you will remove all 18 names and include titles, 19 whether it's a consultant. 20 You don't have to say 21 Consultant Ann, just 22 consultant. Then we'll know. 23 MS. STINSON: Thank you.</p>
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<p>1 If a provider is using a 2 consultant, should that 3 information show identity? 4 MS. STEWART: You'll just say 5 consultant. We don't -- Just 6 state that it's a consultant. 7 You don't have to give us 8 their name in the copies -- in 9 the blind copies. Is that 10 what you're referring to? 11 MS. STINSON: Okay. So in the 12 blind copies, the consultant's 13 identity should not be used? 14 MS. STEWART: You've missed our 15 whole discussion on blind -- 16 the blind part. Let me go 17 over that. That's okay. Let 18 me go over it so that it'll be 19 clear to you. In submission 20 of your proposal, you will 21 have one original, one copy 22 and the soft copy which is the 23 CD, DVD with all of your</p>	<p>1 MS. STEWART: Yes, ma'am. 2 MS. CORNETT: Susanna Cornett, 3 Gateway. 4 This again is also on 5 project staff/resumes/job 6 descriptions, et cetera. You 7 said not really -- you don't 8 want the information from the 9 resume specifically, but at 10 the same time it says, detail 11 the level of education, 12 experience, training, skills, 13 et cetera, for all key 14 personnel, and then it says do 15 not include resumes. And so 16 I'm -- I'm somewhat puzzled as 17 to how those work together. 18 MS. STEWART: If you go online and 19 you look at a job description, 20 it will have certain 21 educational requirements, 22 certain training requirements, 23 if you want credentials, or</p>

Page 102	<p>1 whatever. Like for your</p> <p>2 counselor, that person will be</p> <p>3 a MS, or whatever. So that's</p> <p>4 what you'll put. If you don't</p> <p>5 have a job description that's</p> <p>6 already built that way, you're</p> <p>7 going to have to build it.</p> <p>8 MS. CORNETT: So you're saying no</p> <p>9 resumes. You don't want</p> <p>10 information on an individual</p> <p>11 person and their schooling, et</p> <p>12 cetera; you just want the</p> <p>13 job --</p> <p>14 MS. STEWART: Generic</p> <p>15 requirements. Uh-huh</p> <p>16 (positive response).</p> <p>17 MS. CORNETT: Okay. Which could</p> <p>18 be in the attachment?</p> <p>19 MS. STEWART: Yes.</p> <p>20 MR. MITCHELL: That's correct.</p> <p>21 MS. STEWART: Yes, ma'am.</p> <p>22 MS. MCLENDON: Michelle McLendon,</p> <p>23 Wilmer Hall.</p>	Page 104	<p>1 for names in that</p> <p>2 perspective? On the blind</p> <p>3 copies you just want job</p> <p>4 descriptions; again no names?</p> <p>5 MS. STEWART: Right. Right.</p> <p>6 MS. WISNER: So nowhere in any of</p> <p>7 this activity will we be</p> <p>8 submitting resumes as we have</p> <p>9 in the past?</p> <p>10 MS. STEWART: Right. Right.</p> <p>11 MS. WISNER: Okay. Just wanted to</p> <p>12 clarify.</p> <p>13 MS. STEWART: Yes, you're right on</p> <p>14 that.</p> <p>15 Yes, ma'am.</p> <p>16 MS. STINSON: Cynthia Stinson.</p> <p>17 So the bold that says do</p> <p>18 not include resumes, just kind</p> <p>19 of ignore that statement</p> <p>20 because we won't be using</p> <p>21 resumes anyway?</p> <p>22 MS. STEWART: Don't ignore it,</p> <p>23 though. Don't include them.</p>
Page 103	<p>1 In bold on 1.5, it says</p> <p>2 do not include resumes or</p> <p>3 employee names in the copies.</p> <p>4 Do you mean you do want it on</p> <p>5 the original or in none of the</p> <p>6 copies?</p> <p>7 MS. STEWART: Okay. I do want it</p> <p>8 on the original and that one</p> <p>9 copy that looks like the</p> <p>10 original. Only in the blind</p> <p>11 copies you will not have it.</p> <p>12 (Off-the-Record discussion.)</p> <p>13 MS. STEWART: Yes.</p> <p>14 MS. WISNER: Pamela Wisner,</p> <p>15 Alabama Mentor.</p> <p>16 Will you clarify that</p> <p>17 again, because I heard -- I</p> <p>18 heard different, I think. On</p> <p>19 the original you don't want</p> <p>20 resumes; you just want job</p> <p>21 descriptions?</p> <p>22 MS. STEWART: Right.</p> <p>23 MS. WISNER: So there's no need</p>	Page 105	<p>1 MR. MARSH: Starr, the point that,</p> <p>2 I think, they're making is it</p> <p>3 says don't include them in the</p> <p>4 copies, which the implication</p> <p>5 is you would include it in the</p> <p>6 original.</p> <p>7 MS. STEWART: Is that where the</p> <p>8 confusion is coming in?</p> <p>9 (Several unidentified speakers say yes.)</p> <p>10 MS. STEWART: Yes. Don't include</p> <p>11 them in the copies --</p> <p>12 MS. WARD: Anything.</p> <p>13 MS. STEWART: -- or the</p> <p>14 originals. And I'll go back</p> <p>15 and check -- Deborah, will you</p> <p>16 make a note for us to put that</p> <p>17 part -- that section where I</p> <p>18 put original or copy?</p> <p>19 MS. WARD: What she meant to say</p> <p>20 was don't include it in any of</p> <p>21 the responses to the RFP.</p> <p>22 MS. STEWART: Right. I'm sorry.</p> <p>23 That's my fault. I'm so</p>

Page 106	<p>1 sorry. I'm confusing 2 everything. Now, are we clear 3 now? Sorry. 4 Okay. Staff performance 5 evaluations and training. Any 6 questions regarding that 7 section? 8 (No response.) 9 MS. STEWART: Background checks. 10 Any questions? 11 (No response.) 12 MS. STEWART: Vendor financial 13 stability. Any questions on 14 that section? 15 (No response.) 16 MS. STEWART: Moving right along. 17 At the top of page 26, service 18 delivery approach? 19 (No response.) 20 MS. STEWART: Start up plan? 21 Okay. Under start up 22 plan if you guys will notice 23 the language in bold on print</p>	Page 108	<p>1 were awarded to a vendor, 2 could those slots be used or 3 developed anywhere in the 4 state by any particular 5 vendor? 6 MR. MITCHELL: Yes. 7 MS. WARD: Yes. 8 MS. STEWART: Yes. 9 Cynthia. 10 MS. STINSON: Cynthia Stinson. 11 4.2.5.3.4. Will the 12 department allow for capacity 13 (unintelligible) in terms of 14 readiness for the projected 15 number of homes proposed in 16 the -- in this RFP? 17 MR. MITCHELL: We expect that the 18 homes will be developed and 19 ready to take children October 20 1. 21 MS. STEWART: October 1. 22 MS. STINSON: So the answer is 23 no?</p>
Page 107	<p>1 that vendors who are not 2 currently licensed by DHR must 3 certify that they will be 4 licensed by Monday, June 30 5 2008. Any questions about 6 that? 7 (No response.) 8 MS. STEWART: Any questions on 9 referral, admission and 10 exclusion policy? 11 (No response.) 12 MS. STEWART: Number of slots -- 13 Excuse me. Number of slots 14 proposed? 15 Yes, ma'am. 16 MS. CORNETT: Susanna Cornett, 17 Gateway. 18 Number of slots proposed, 19 page 26, this section would 20 seem to indicate that slots 21 are to be used in any region 22 of the state. So, 23 hypothetically, if 60 slots</p>	Page 109	<p>1 MS. STEWART: No. 2 MR. MITCHELL: No. 3 MS. WARD: The answer is no. If 4 you can't be ready by October 5 1, the answer is we would be 6 giving you enough time by June 7 or so that, yes, you should 8 have enough time to build that 9 capacity prior to October 1. 10 But on October 1 there will 11 be -- you will be asked to 12 submit a listing of your 13 homes, their names, their 14 locations and where they are. 15 And if you don't have a number 16 of homes that equal what we're 17 offering you on your contract, 18 those homes will be 19 redistributed to someone who 20 does. That was also part of 21 the RFP process. 22 MS. STEWART: Any questions on -- 23 Any additional questions on</p>

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1 number of slots?
 2 (No response.)
 3 MS. STEWART: Discharge policy?
 4 MS. WARD: Cynthia, I think,
 5 had --
 6 MS. STEWART: Go ahead. Cynthia
 7 Stinson.
 8 MS. STINSON: Cynthia Stinson.
 9 Same question. Is there
 10 a number of homes that is
 11 considered acceptable or --
 12 For example, if you proposed
 13 whatever you think the number
 14 is, is there a certain number
 15 the department expects
 16 providers to at least fill in
 17 order to --
 18 MS. WARD: No.
 19 MS. STINSON: That question was
 20 kind of convoluted but --
 21 MR. MITCHELL: I think I
 22 understand. If you've got ten
 23 slots, you've got to have at

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1 least ten homes.
 2 MS. STINSON: And if you get ten
 3 slots, is that responded -- if
 4 you propose ten slots, will
 5 the department respond to that
 6 positively? Because that's
 7 not very many homes. I guess
 8 that's what I'm saying.
 9 MS. STEWART: No. In no way --
 10 MS. STINSON: I'm kind of asking a
 11 twofold question.
 12 MS. STEWART: No. To your part
 13 about will we give preference
 14 or show if somebody just asked
 15 for ten slots. No. That
 16 doesn't mean you'll receive
 17 ten slots.
 18 MR. WYNNE: Andy Wynne,
 19 St. Mary's.
 20 So just for
 21 clarification, if somebody
 22 proposes 20 slots and -- they
 23 have to have staff and have

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1 those homes licensed prior to
 2 receiving the contract?
 3 MR. MITCHELL: That's correct.
 4 MS. STEWART: Yes.
 5 MS. KIRKLEY: Beth Kirkley,
 6 K-I-R-K-L-E-Y, FIT Homes, Inc.
 7 Just a clarification. If
 8 you proposed 50 slots and you
 9 have -- you're awarded 50 and
 10 you have 48, will all 48 be
 11 distributed to someone else or
 12 all 50 or only the two you
 13 don't have?
 14 MS. WARD: Only the two you don't
 15 have. We're not trying to
 16 penalize. We're just trying
 17 to make sure that we have the
 18 capacity that we need.
 19 MS. STEWART: Right.
 20 Yes, ma'am
 21 MS. LAW: (Unintelligible).
 22 MS. STEWART: Suzi Law.
 23 MS. WARD: Suzi Law.

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1 MS. LAW: October 1 they need to
 2 be ready to take children?
 3 MR. MITCHELL: They have to be
 4 ready to take children.
 5 MS. LAW: Suzi Law.
 6 MS. WARD: Could I just -- Susan
 7 Ward with DHR.
 8 Could I just offer some
 9 explanation of that? In the
 10 past we have tried to -- Part
 11 of -- The whole part of the
 12 RFP process is to encourage
 13 new vendors and to encourage
 14 new business, and we try to do
 15 that. And we've had new
 16 people be awarded slots.
 17 The problem is we have
 18 children that need services
 19 the day that we give you the
 20 contract and it starts. So
 21 we're trying to get a little
 22 bit more aggressive and be
 23 better at telling you soon

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1 enough that you have gotten
 2 awarded and how many slots
 3 you've been awarded for so
 4 that you have time to build
 5 that capacity.
 6 The other side of that,
 7 though, is I have counties
 8 that are down my throat when
 9 October 1 comes and they call
 10 a provider and they say, I'm
 11 not ready yet; it may be two
 12 months before I'm ready. And
 13 some of that is not a
 14 provider's fault. Some of
 15 that is some stuff that's
 16 happened along the way. But
 17 I'm talking about -- We're
 18 just talking about homes being
 19 ready, you having enough
 20 homes. If you offered 100
 21 homes and we selected -- we
 22 said, okay, we're going to
 23 award you 50, then in October

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1 I'm going to ask you to submit
 2 the names of the 50 homes that
 3 are ready and where they're
 4 located.
 5 Now, in the event that
 6 Andy got 20 homes and he says,
 7 I'm just not ready; I'm going
 8 to have ten, then I might go
 9 back to that one that offered
 10 me 100 and say you've got 50;
 11 have you got ten more names
 12 you can send me, because I've
 13 got somebody that's not going
 14 to be able to make that.
 15 MS. STEWART: And we'll reallocate
 16 those slots.
 17 MS. WARD: Andy.
 18 MR. WYNNE: Andy Wynne again.
 19 But just thinking about
 20 this. So, basically, we're
 21 providing free services and
 22 professional staff to get all
 23 these for three -- actually

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1 five months -- June, July,
 2 August, September -- four
 3 months throughout the year to
 4 provide all these homes. I'm
 5 just thinking what that really
 6 means for the vendor community
 7 in that you're providing free
 8 services to get them ready
 9 prior to payment. So is there
 10 any talk about going back and
 11 paying for those services that
 12 were developed free of
 13 charge?
 14 MR. MITCHELL: What services are
 15 you talking about?
 16 MS. STEWART: I know.
 17 MR. WYNNE: If you have to go out
 18 and license foster homes,
 19 recruit foster homes, have
 20 master-level social workers go
 21 out there for those three to
 22 four months prior to that,
 23 you're not being reimbursed

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1 for any of those services at
 2 that point in time.
 3 MS. WARD: No. There's no talk of
 4 doing that.
 5 MS. STEWART: Prior to the
 6 contract.
 7 MS. STINSON: Cynthia Stinson.
 8 I'm sorry.
 9 MS. STEWART: That's okay. Ask
 10 whatever you need to ask.
 11 MS. STINSON: I need to go back to
 12 4.2.5.3.1.
 13 MS. STEWART: What's the title?
 14 MS. STINSON: Service delivery
 15 approach, page 26.
 16 MS. STEWART: Uh-huh (positive
 17 response).
 18 MS. STINSON: My question is, when
 19 I think about the level and
 20 the intensity of the needs of
 21 the youths that will be
 22 entering out-of-home care, I'm
 23 wondering if the department

Page 118	<p>1 will allow for advanced skill</p> <p>2 trainings that are designed to</p> <p>3 grief, permanency, change</p> <p>4 behavior, et cetera, et</p> <p>5 cetera, as long as the 30</p> <p>6 hours of GPS is done. Would</p> <p>7 we be allowed to look at</p> <p>8 advanced levels of --</p> <p>9 MS. STEWART: You're talking about</p> <p>10 supplemental training to your</p> <p>11 parents?</p> <p>12 MS. STINSON: Yes.</p> <p>13 MS. STEWART: As long as --</p> <p>14 MR. MITCHELL: Well, you have 30</p> <p>15 hours of GPS and then you have</p> <p>16 ten additional hours. Those</p> <p>17 ten additional hours can be --</p> <p>18 MS. STINSON: But you can develop</p> <p>19 it --</p> <p>20 MR. MITCHELL: However you want to</p> <p>21 develop it for your staff.</p> <p>22 MS. STINSON: Okay. Thank you.</p> <p>23 MS. STEWART: Okay. I'm going to</p>	Page 120	<p>1 MS. STEWART: Moving right along</p> <p>2 to Section 5, page 28.</p> <p>3 MS. WARD: Starr.</p> <p>4 MS. STEWART: Oh, I'm sorry. Go</p> <p>5 ahead.</p> <p>6 MS. CORNETT: These are both from</p> <p>7 Section 5, page 28.</p> <p>8 MS. STEWART: Okay.</p> <p>9 MS. CORNETT: First, the</p> <p>10 section -- while listing a cap</p> <p>11 to \$95 a day rate, does not</p> <p>12 detail the split between State</p> <p>13 and Medicaid percent. Will</p> <p>14 this split differ in the new</p> <p>15 contracts from methods</p> <p>16 currently used?</p> <p>17 MS. WARD: No.</p> <p>18 MS. CORNETT: The other question</p> <p>19 is, will multi-service,</p> <p>20 multi-program agencies be</p> <p>21 allowed to utilize central</p> <p>22 office proration in computing</p> <p>23 the proposed rate for</p>
Page 119	<p>1 just move right along here.</p> <p>2 Any questions -- Okay. On</p> <p>3 to -- Where was -- At the</p> <p>4 middle of page 26, assessment</p> <p>5 of benefits and impacts,</p> <p>6 Section 4.2.5.3.6. Any</p> <p>7 questions regarding that</p> <p>8 section?</p> <p>9 (No response.)</p> <p>10 MS. STEWART: Okay. Office</p> <p>11 location?</p> <p>12 (No response.)</p> <p>13 MS. STEWART: It's pretty clear.</p> <p>14 Vendor certifications.</p> <p>15 Any questions about any of</p> <p>16 those certifications? And</p> <p>17 they carry on through page 27</p> <p>18 and conclude at vendor work</p> <p>19 product.</p> <p>20 (No response.)</p> <p>21 MS. STEWART: Any question about</p> <p>22 the attachments?</p> <p>23 (No response.)</p>	Page 121	<p>1 service?</p> <p>2 MS. WARD: As long as it is up to</p> <p>3 and doesn't exceed \$95 a day.</p> <p>4 MS. STEWART: Right</p> <p>5 MS. WARD: You know, it's a fixed</p> <p>6 rate. It's not a cost</p> <p>7 reimbursement. It's not like</p> <p>8 somebody is going to be -- I</p> <p>9 mean, we do ask you to submit</p> <p>10 that budget, but, I mean --</p> <p>11 MS. CORNETT: So the manner that</p> <p>12 we use to calculate those</p> <p>13 costs, as long as it doesn't</p> <p>14 go over the cap, it's not</p> <p>15 really an issue we need to</p> <p>16 address in the proposal?</p> <p>17 MS. WARD: No.</p> <p>18 MS. CORNETT: Okay. Thank you.</p> <p>19 MS. WARD: You're welcome.</p> <p>20 MS. STEWART: Any additional</p> <p>21 questions about the rate for</p> <p>22 service, Section 5?</p> <p>23 (No response.)</p>

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1 MS. STEWART: Let me go over some
 2 deadlines with you since there
 3 are no additional questions.
 4 And let me ask that you turn
 5 to the front of your RFP to
 6 page six.
 7 Oh, go ahead.
 8 MS. CORNETT: I did have a
 9 question about the evaluation
 10 criteria, which is on page
 11 29. Can it be assumed that
 12 whatever point value is to be
 13 assigned under D, contract
 14 performance, will be within
 15 the 300 points available for
 16 vendor qualifying information,
 17 or will it reflect the
 18 additional points to that
 19 category?
 20 MS. STEWART: Okay. Remember --
 21 What that refers to is back
 22 under that section when it
 23 talked about current vendors

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1 who have performed a
 2 satisfactorily --
 3 MS. CORNETT: So that's the one
 4 you're going to be changing to
 5 say, okay, you are going to
 6 mark this section and it goes
 7 under the other?
 8 MS. STEWART: No. No. Under
 9 Section D, contract
 10 performance, again on page --
 11 MS. CORNETT: Page 25?
 12 MS. STEWART: -- page 25 --
 13 MS. CORNETT: Uh-huh (positive
 14 response).
 15 MS. STEWART: -- that little note
 16 in bold, it's referring to
 17 that, where vendor may lose up
 18 to ten points if they
 19 performed unsatisfactorily.
 20 MR. MARSH: It's a deduction, not
 21 an addition.
 22 MS. CORNETT: Okay.
 23 MS. STEWART: Right.

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1 Now, back -- Any
 2 additional questions regarding
 3 any parts that we've covered?
 4 (No response.)
 5 MS. STEWART: Back to page six at
 6 the front of your RFP. I just
 7 want to make sure that you
 8 adhere to all of the deadlines
 9 that are posted there. Again,
 10 I can't stress enough that
 11 you -- Now, let me -- I'm
 12 going to plead with you, and I
 13 never do this. Please,
 14 please, please come here with
 15 your proposals ready to be
 16 turned in.
 17 I'm going to give you a
 18 horror story, and it's true.
 19 A vendor came in, drove for
 20 hours and hours and didn't
 21 have clips on their proposals
 22 and they all spilled out
 23 before she got up here. There

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1 was -- And she went
 2 (indicating) in a basket, had
 3 it all piled. There's nothing
 4 we can do with something like
 5 that. Now, that's a
 6 nightmare, because I've been
 7 on your side and I know how
 8 much work goes into developing
 9 a proposal.
 10 Please make sure you have
 11 fresh eyes look over them. We
 12 will not be able to call and
 13 say, you left this out; you
 14 didn't get a signature; run up
 15 here. You're just going to be
 16 disqualified. And so please
 17 have -- Go through the
 18 checklist and have someone
 19 look over it for you.
 20 Also make sure that you
 21 adhere to all of the
 22 deadlines. If you don't have
 23 a license, make sure it gets

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1 in. Make sure it's the
 2 correct license. And I
 3 can't -- The issue that Gary
 4 talked about where people were
 5 confusing the license, we had
 6 numerous events or occasions
 7 of that happening. And after
 8 the deadline, there's -- you
 9 know, it's just a done deal.
 10 Anyway, just -- We do
 11 plan to post a notice by April
 12 30th of the results of the
 13 evaluations along with these
 14 changes. The department is
 15 also experiencing a lot of
 16 changes that we have to adhere
 17 to for legislature -- for the
 18 legislature and the governor's
 19 office. So we've all got a
 20 lot of things going on. We've
 21 tried to allow ample time for
 22 new vendors to come in and
 23 have time to get started and

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1 time to develop additional
 2 homes. If you were -- Well,
 3 the information is still on
 4 the web site. You see that
 5 there's a great change in the
 6 number of slots that are
 7 available, and as the vendor
 8 pool grows, it becomes more
 9 competitive.
 10 In the pricing there was
 11 a question, and you'll see the
 12 responses about how that will
 13 be determined. The cap is
 14 \$95. We always have people
 15 that will bid a little bit
 16 lower. So really competitive,
 17 everything about the process
 18 is now.
 19 So any additional
 20 questions?
 21 Yes, ma'am.
 22 MS. STINSON: Cynthia Stinson.
 23 Since you made that

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1 comment, does that mean that
 2 we have bearing on the outcome
 3 who is awarded when people bid
 4 lower?
 5 MS. STEWART: When the price is
 6 lower?
 7 MS. STINSON: Yes.
 8 MS. STEWART: We -- Yes. We take
 9 everything into
 10 consideration. Definitely if
 11 somebody is going to offer us
 12 a lower price to provide the
 13 quality of services that we
 14 are looking for, we consider
 15 that.
 16 MR. WYNNE: I do want to make a
 17 comment when you get done. Go
 18 ahead. Just one more generic
 19 comment or question about the
 20 scoring process, is you're
 21 stating that you'll take
 22 points off for problems but
 23 there are no points added for

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1 success.
 2 MS. STEWART: That's right.
 3 MS. WARD: Can't do that.
 4 MR. MARSH: The reason for that is
 5 (unintelligible) new vendor --
 6 MS. STEWART: Right.
 7 MR. MARSH: -- someone who has not
 8 done business with, and that's
 9 the whole -- It starts at the
 10 point of the RFP, is we've got
 11 to give an open access to
 12 everybody. The expectation is
 13 that you won't have problems.
 14 So, I mean, you do get
 15 deductions for -- if you have
 16 substandard performance. But
 17 if we start -- And we've
 18 kicked this around. We have
 19 talked about it a lot. How
 20 can we award points for good
 21 performance without penalizing
 22 those who are new to the
 23 business or new to this

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1 state? And we, frankly, have
 2 just not come up with a way to
 3 do it is how we got to that.
 4 MS. WARD: It's not our rule. The
 5 attorney general --
 6 MR. MARSH: We understand that
 7 issue, but it's the best we've
 8 been able to --
 9 MR. WYNNE: Because on the flip
 10 side, you penalize the people
 11 who --
 12 MR. MARSH: Have been doing --
 13 MR. WYNNE: -- have been doing a
 14 good job, which is just as bad
 15 as penalizing the people
 16 who --
 17 MS. STEWART: Not really.
 18 MR. MARSH: (Unintelligible) go
 19 below that level. But in any
 20 event, we've tried to come up
 21 with a good resolution, and
 22 that's the best --
 23 MS. WARD: You only penalized the

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1 ones that do a sorry job.
 2 MS. STEWART: You don't gain and
 3 you don't lose, so it's
 4 neutral. Yeah, you don't gain
 5 anything but you don't lose
 6 anything except if you've been
 7 unsatisfactory.
 8 Yes, ma'am.
 9 MS. DAVILLA: Doris Davilla,
 10 Alabama Mentor.
 11 I just wanted to clarify
 12 on the letter of intent that
 13 you indicated it had to be
 14 mailed.
 15 MS. STEWART: Yes.
 16 MS. DAVILLA: If it was
 17 hand-delivered, was that okay
 18 also?
 19 MS. STEWART: Yes.
 20 MS. DAVILLA: I just wanted to
 21 make sure.
 22 MS. STEWART: I took it from you.
 23 MS. DAVILLA: I know you did, but

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1 I needed to make sure because
 2 new rules --
 3 MS. STEWART: Mail or
 4 hand-delivered. Yes.
 5 MS. WARD: Always ask.
 6 MS. NICHOLS: Thank you.
 7 I have a question. I'm just a
 8 little paranoid.
 9 COURT REPORTER: Tell me your name
 10 again.
 11 MS. NICHOLS: Jane Nichols, Serraj
 12 Family Homes.
 13 I requested a return
 14 receipt and I got that, but it
 15 just had a big X on it, so I
 16 assume that your mail room is
 17 very efficient and you got our
 18 letter.
 19 MS. STEWART: You got a return --
 20 MS. NICHOLS: Receipt with just a
 21 big ...
 22 MS. STEWART: Oh, I wouldn't know
 23 anything about where that came

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1 from or who --
 2 MS. NICHOLS: How can I verify
 3 that you got my letter?
 4 MS. STEWART: Just send me an
 5 e-mail and we'll verify it.
 6 MS. NICHOLS: Okay.
 7 MS. STEWART: And when I receive
 8 notes -- Most of you call or
 9 e-mail me and say, Starr, I
 10 sent this and ...
 11 Let me tell everybody.
 12 If you have sent that, let me
 13 ask that you please just jot
 14 me a little e-mail, want to
 15 know if you received it.
 16 Deborah will go and get the
 17 list of people who have
 18 submitted. And then you'll be
 19 able to check with her. If
 20 your name is not on that list,
 21 please send us an -- send me
 22 an e-mail, and we'll verify
 23 for you.

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1 Thank you, Jane, for
 2 that. Because I know all of
 3 these deadlines that are dead
 4 fast and just set --
 5 MS. DAVILLA: I have another
 6 generic question. This is
 7 Doris Davilla with Alabama
 8 Mentor.
 9 It's probably for Gary.
 10 This really isn't a trick
 11 question.
 12 MR. MARSH: Speak up. We can't
 13 hear you in the back.
 14 MS. DAVILLA: Yeah. Sometimes --
 15 MS. STEWART: Stand up.
 16 MS. DAVILLA: -- there are
 17 standards that conflict based
 18 on either licensing,
 19 contractual or different
 20 standards that one standard
 21 may say one thing and another
 22 is more restrictive. I don't
 23 know if this is -- Because I

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1 don't know the standards that
 2 well, specifically on each one
 3 of them in this RFP. Are
 4 there any that stand out that
 5 may be conflicting or that
 6 there may be restrictive
 7 expectations in one of the
 8 licensing or standard books?
 9 Did you understand the
 10 question?
 11 MR. MITCHELL: I think so. I'm
 12 not sure of any. But you
 13 always have to go by the child
 14 placing agency --
 15 MS. DAVILLA: Right.
 16 MR. MITCHELL: -- standard.
 17 That's your first --
 18 MS. DAVILLA: First.
 19 MR. MITCHELL: -- line of
 20 defense. There are additional
 21 things that are required for
 22 TFC providers --
 23 MS. DAVILLA: Correct.

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1 MR. MITCHELL: -- that are child
 2 placing agencies as well. So
 3 in that sense, you have to
 4 look at the TFC manual just as
 5 much as you do the child
 6 placing agency standard.
 7 MS. DAVILLA: Right.
 8 MS. WARD: And then there is
 9 Chapter 105 for Medicaid.
 10 MR. MITCHELL: Medicaid.
 11 MS. WARD: And you must meet their
 12 standards. But in some cases
 13 our licensing and our stuff
 14 requires more than Medicaid.
 15 And if that's the case, then
 16 you must meet the higher
 17 standard.
 18 MS. DAVILLA: Higher standard.
 19 MR. MITCHELL: You always have to
 20 go with the highest standard.
 21 MS. WARD: Right.
 22 MS. DAVILLA: And I just didn't
 23 know if there was anything

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1 specific --
 2 MR. MITCHELL: I don't --
 3 MS. WARD: Yes, there is.
 4 MR. MITCHELL: There is?
 5 MS. WARD: Between 105 and ours.
 6 MR. MITCHELL: Yeah, with the
 7 Medicaid.
 8 MS. DAVILLA: Yeah. I know there
 9 are. Is someone specific --
 10 And I don't know off the top
 11 of my head yet, but I didn't
 12 know if anything stood out in
 13 here that there would be some
 14 conflict, and I wanted to make
 15 sure.
 16 MS. WARD: There is.
 17 MS. DAVILLA: There is.
 18 MS. WARD: And you always meet
 19 ours. It will be between us
 20 and the Chapter 105.
 21 MS. DAVILLA: Okay.
 22 MS. STEWART: Gloria, did you want
 23 to say something?

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1 MS. DERICO: Gloria Derico, State
 2 DHR.
 3 Also, I wanted to add,
 4 you also have just the regular
 5 family foster home --
 6 MR. MITCHELL: That's correct.
 7 MS. DERICO: -- that you also must
 8 comply with.
 9 MS. STEWART: I know.
 10 MS. DERICO: You have several
 11 standards you must comply
 12 with.
 13 MS. STEWART: Right.
 14 MS. DERICO: Okay.
 15 MS. STEWART: And I want to say
 16 that all of the manuals and
 17 all are online. Susan has
 18 also brought some copies --
 19 hard copies up here for you.
 20 And in the RFP, it gives you
 21 those lists and sections that
 22 you can refer to if you need
 23 to do that.

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1 MS. WARD: And the application
 2 forms are here too.
 3 MS. STEWART: Right.
 4 Any questions about
 5 anything that we've covered
 6 today?
 7 (No response.)
 8 MS. STEWART: Okay. The responses
 9 will be posted by close of
 10 business on Thursday. And if
 11 you have no additional --
 12 MR. MARSH: Starr, I've got a
 13 couple things.
 14 MS. STEWART: Oh, yes.
 15 MR. MARSH: On your deadline for
 16 submitting these things -- And
 17 I realize we're all
 18 professionals and I probably
 19 shouldn't even say this, but I
 20 would simply mark that out and
 21 make it the day before --
 22 MS. STEWART: Please.
 23 MR. MARSH: -- for your own

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1 security.
 2 MS. WARD: Right.
 3 MR. MARSH: I say that because we
 4 have had people to show up 30
 5 minutes late with these
 6 proposals, and we cannot
 7 accept them. It doesn't
 8 matter if you flipped your car
 9 on the interstate coming down
 10 here and you were laying in a
 11 ditch bleeding. I'm sorry.
 12 But the problem is once we
 13 start making those type of
 14 exceptions, where do we stop;
 15 where do we draw that line?
 16 And it may sound very rigid,
 17 but that -- we do that for a
 18 reason. We will be rigid.
 19 So it doesn't matter the
 20 excuse. It doesn't matter if
 21 you know the governor. And I
 22 say that because we've had
 23 people go to the governor's

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1 office. We've had people go
 2 to the legislators and raise
 3 Cain because they were five
 4 minutes late. If it's not
 5 here, it's not here.
 6 So, like I said, mark
 7 that deadline off. That
 8 shouldn't -- You shouldn't be
 9 driving these things down that
 10 day. Get them here the day
 11 before, and then you won't
 12 have that problem. So I just
 13 can't emphasize that enough.
 14 Every round of RFPs we have
 15 somebody late and then
 16 somebody that tries to get
 17 somebody to talk us in to
 18 accepting it. They are never
 19 accepted. They will not be
 20 accepted this time. That's
 21 just a rigid rule, and we've
 22 got to stick by it.
 23 MS. STEWART: And the rule is one

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1 second late you're not
 2 accepted. And we do have a
 3 timer.
 4 MS. LAW: Can I just make an
 5 observation?
 6 MS. STEWART: Yes.
 7 MS. LAW: I'm Suzi Law.
 8 Since the proposals were
 9 posted on February 14th, it
 10 might be helpful -- at least I
 11 know it would be for me -- to
 12 have the preproposal mandatory
 13 conference a little bit
 14 quicker after the time that
 15 the RFP is posted, because
 16 many of us start on that right
 17 away. And I think it would
 18 just be very helpful if things
 19 kind of happened a little bit
 20 closer to the time that the
 21 proposal itself was
 22 actually -- Because we're
 23 going into two and a half

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1 weeks later, and I know that
 2 it doesn't seem like a long
 3 time for y'all, but for those
 4 of us who write it.
 5 MS. STEWART: When you say that --
 6 Let me address that first.
 7 And then we have those people
 8 that will say, I have all this
 9 work that I'm still doing; I
 10 can't look at it quicker. So
 11 we do it to sort of midway
 12 allow the people who need time
 13 to look through the RFP so
 14 that they come and ask
 15 questions that are pertinent
 16 to them. It allows them
 17 time. And this deadline does
 18 not prohibit you from going
 19 ahead and doing your vendor
 20 experience, those things that
 21 are not going to change
 22 between this time and --
 23 Really, I mean, basically

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1 when we submit it, it's pretty
 2 much with all of the
 3 requirements that we need. We
 4 may have a few clarifications
 5 but nine times out of ten
 6 those standards -- none of
 7 those are going to change
 8 between this.
 9 MS. LAW: It's just from my
 10 perspective.
 11 MS. STEWART: Yeah. And it's
 12 trying to accommodate
 13 everybody. And if you guys
 14 can imagine, we just can't do
 15 it. And so we've tried to be
 16 respectful of everybody and
 17 allow time and get information
 18 out there, and so, you
 19 know ...
 20 MS. LAW: Just an observation.
 21 MS. STEWART: That's fine. And
 22 that's just my comment to your
 23 question. It's just we can't

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1 please everybody. So we've
 2 tried, and that's about as
 3 close as we can come. Plus
 4 space in this building.
 5 MS. WARD: Well, we had originally
 6 scheduled it much earlier. We
 7 wanted to have it two weeks
 8 after we released it, but then
 9 you couldn't have gone to the
 10 social worker conference.
 11 MS. STEWART: Yeah. That's what
 12 we --
 13 MS. WARD: A bunch of you called
 14 and said, we're not going to
 15 be able to go to the
 16 conference; you're going to
 17 ruin the social worker
 18 conference this year, so --
 19 MS. STEWART: (Unintelligible.)
 20 MS. WARD: -- this is mandatory;
 21 you're making us come to
 22 this.
 23 MR. MARSH: The court reporter is

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1 glaring at us.
 2 MS. WARD: Right.
 3 So then we put it off,
 4 and then we had -- then we
 5 couldn't find a space.
 6 MS. STEWART: Yeah.
 7 MS. WARD: So then when we put it
 8 off -- had to put it off to
 9 March, the auditorium was
 10 booked for the entire month of
 11 March, so now you're crammed
 12 in here with -- But this was
 13 all we can do. So we agree
 14 with you, but it was just a
 15 comedy of errors this year. I
 16 mean, it was just ...
 17 MS. LAW: Thank you.
 18 MR. MARSH: I have one more quick
 19 comment. On the trade secret
 20 part -- I don't know if any of
 21 you guys have ever designated
 22 trade secrets. We had a big
 23 issue come up with different

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1 contracts recently. If you
 2 submit a trade secret or if
 3 you mark some of your proposal
 4 as trade secret that you do
 5 not want released under the
 6 open records law, we will look
 7 at that when you submit it.
 8 If we disagree with you,
 9 you've got two options: You
 10 can either withdraw your
 11 proposal or you can let it
 12 stand. And if somebody asks
 13 for that information we
 14 disagree with you about, we
 15 will release it. The reason
 16 is because if I get a request
 17 under the open records law and
 18 I don't release it, I'm the
 19 one violating the law, not you
 20 guys, because it's my document
 21 now.
 22 And I -- We will call
 23 you. If we disagree, we'll

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1 call you; we'll talk to your
 2 lawyer, talk it through.
 3 We've done that recently. We
 4 came to an agreement as to
 5 which parts were appropriately
 6 trade secrets. But I just
 7 want you to know just because
 8 you marked -- you could mark
 9 your whole proposal trade
 10 secret. We're going say, no,
 11 it's not; you can either
 12 change it or you can withdraw
 13 it; if you don't change it and
 14 somebody asks for it, they get
 15 it -- the parts that we
 16 disagree about.
 17 I just wanted to clarify
 18 that. And we'll work with you
 19 on that to try to reach an
 20 agreement before we say,
 21 you're down to those two
 22 options.
 23 MS. WARD: And people call for

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1 them, so we don't want to act
 2 like they're not public record
 3 because they do come and ask
 4 to see them --
 5 MS. STEWART: All the time.
 6 MS. WARD: -- all the time.
 7 MS. STEWART: It never stops.
 8 MS. WARD: Yeah.
 9 MR. MITCHELL: Especially if you
 10 score high.
 11 MS. WARD: Yeah, especially if you
 12 score high. Right.
 13 MS. STEWART: Any additional
 14 questions?
 15 (No response.)
 16 MS. STEWART: You're done.
 17
 18 *****
 19 END OF PROCEEDINGS
 20 *****
 21
 22
 23

1 REPORTER'S CERTIFICATE
 2 STATE OF ALABAMA:
 3 ELMORE COUNTY:
 4 I, Haley A. Phillips, Certified Court
 5 Reporter, ACCR # 151, and Commissioner for the
 6 State of Alabama at Large, do hereby certify that I
 7 reported the proceedings in the matter of:
 8 STATE OF ALABAMA
 9 DEPARTMENT OF HUMAN RESOURCE
 10 CHILD AND FAMILY SERVICES
 11 PREPROPOSAL CONFERENCE
 12 On Tuesday, March 3, 2008.
 13 The foregoing 150 computer-printed pages
 14 contain a true and correct transcript of the
 15 examination of said witness by counsel for the
 16 parties set out herein.
 17 I further certify that I am neither of kin
 18 nor of counsel to the parties to said cause nor in
 19 any manner interested in the results thereof.
 20
 21
 22
 23

1 This 12th day of March 2008.
 2
 3
 4
 5

 Haley A. Phillips, ACCR #151
 Expiration Date: 9/30/08
 6 Certified Court Reporter and
 Commissioner for the State
 7 of Alabama at Large
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