

**Residential Services for Individuals Discharged
 from Nursing Facilities RFP**

Questions & Answers

Q	Bidder Question	DHS Answer	Section	Pg.
1.	Can you clarify will this program be able to be reimbursed under Medicaid for residential bed days or is the 420,000 covering the program annually for the total cost to operate the program?	<p>Budgets should accurately reflect the scope of responsibilities in order to accomplish the goals of this project. This includes how the proposed service will allocate funding including anticipated revenue generated from billing for services.</p> <p>Written assurance that if the bidder receives an award pursuant to this RFP, it will pursue all available sources of revenue and support upon award and in future contracts, including agreement to obtain approval as a Medicaid-eligible provider.</p> <p>As this is Medicaid reimbursable service, Medicaid must be billed for enrolled residents.</p>	V and VII	9 and 16
2.	If we have apartments that are owned by us and is not under DMHAS, will these apartments be able to be licensed for A+?	<p>Apartments or residences must be licensed in accordance with the requirements of N.J.A.C 10:37A</p> <p>DMHAS seeks proposals to develop residential capacity in an A+ service level structure for eligible individuals (in accordance with N.J.A.C. 10:37A) who are referred from a nursing facility, have a mental health diagnosis, and have medical needs. "Level A+ Care" means, regarding licensed supervised residences in single dwelling units, homes, or apartments, services are available to individuals in the supervised residence or in a community setting 24 hours per day, seven days per week, and delivered by the provider licensed to operate the residence. This includes awake, overnight staff coverage. These services are provided on-site when an individual is home. Services</p>	IV	6

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		<p>need not be available when no individual is at home. In apartments, Level A+ care may be provided for a cluster of apartments by staff stationed in a nearby apartment, as opposed to having staff stationed in each apartment. NJAC 10:37A can be found on the DHS website.</p>		
3.	<p>Would only Medicaid-eligible consumers be referred into the residence?</p>	<p>No, Medicaid eligibility is not a requirement for admission to this program.</p> <p>Referrals for this home will be approved, and may be assigned, by DMHAS and will prioritize those currently residing in a nursing facility that can transition to the residential level of care outlined in this RFP.</p>	IV	6
4.	<p>Can you provide more information of what funding is available for the “Phase-in Budget,” (e.g., allowable costs, revenue shot-falls due to vacancy in the start-up period)?</p>	<p>The phase-in budget must meet the requirements as outlined in the RFP as follows:</p> <p>A detailed budget, including a phase-in budget, using the Excel Budget template is required. Bidders must submit pricing using the Excel Budget template accompanying this RFP. Bidders should refer to Instructions for Excel Budget Template (Attachment E) for a clear understanding of how to work within the template file. The Budget template must be uploaded as an Excel file onto the file transfer protocol site as instructed in VIII. Submission of Proposal Requirements. Failure to submit the budget as an Excel file may result in a deduction of points. The standard budget categories for expenses include: A. Personnel, B. Consultants and Professionals, C. Materials & Supplies, D. Facility Costs, E. Specific Assistance to Clients, and F. Other. Supporting schedules for Revenue and General</p>	VII	16

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		<p>and Administrative Costs Allocation are also required. The budget must include two (2) separate, clearly labeled sections: a. Section 1 – Full annualized operating costs to satisfy the contract scope of work detailed in the RFP and revenues excluding one-time costs; and b. Section 2 - Proposed one-time costs.</p>		
5.	<p>Is any data available to project referrals and occupancy of the program for the first year and thereafter? Are there similar program of this nature in place that can be used as a guide for projections?</p>	<p>No similar program exists currently</p> <p>Referrals for this home will be approved, and may be assigned, by DMHAS and will prioritize those currently residing in a nursing facility that can transition to the residential level of care outlined in this RFP.</p>	IV	6
6.	<p>If we needed a passenger van or adaptive van costing more than \$30,000, would the entire cost be covered with phase-in funds or only \$30,000? In the latter case, could we cover the rest with net deficit funding?</p>	<p>Vehicle may be included in the one-time funding request in the budget template.</p> <p>As per RFP, please also include information about agency’s request for funding costs related to Furnishings (\$3000/slot), Vehicle (up to \$30,00) and Phase-in Budget (see Budget section below for details on these categories).</p> <p>Note: Vehicle limits have been increased to \$40,000 since issuance of the RFP. Additionally, specialized medical vehicles may exceed \$40,000 but require DMHAS pre-approval.</p> <p>There is a One-Time budget section at the bottom in the turquoise section for your use. One-times are shown separately, but included in Total Gross Costs right after Gross Costs</p>	VII and attachment E	11 and 30

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7.	If the cost to furnish the residence exceeds \$15,000 (5 slots @ \$3,000), could the purchase be supplemented with the deficit funded contract of \$420,000 to the extent needed or the \$100,000	Applicants are encouraged to adhere to the allocations outlined in the RFP. DMHAS will discuss adjustments with the awardee if needed during the contract negotiation.		
8.	If we are proposing to operate a program in a property that we would purchase if awarded the grant, are we expected to have identified a specific property to describe in the application? If we started our program in a rental property would there be an opportunity to access the \$600K to purchase a property later on, either in the second half of the one-year contract or in subsequent years, if renewed?	<p>It is not anticipated that the \$600,000 will be available for subsequent contract years.</p> <p>A description of the proposed location in which the residential program will be held is required. Please provide information about accessibility, safety, access to public transportation, etc. Include office space allocations and description of facility design. Specify if bidder has site control or ownership of the proposed residential site. If not, describe how site will be secured. Detail if the proposal will utilize an existing site already owned by the bidder, if the bidder intends to locate and purchase a new site, or if the bidder will enter into a long-term lease. Please detail the proposed number of bedrooms and bathrooms in the home and status of securing a location. 15 bonus points will be awarded for proposals specifying that each individual will have their own room. Detail the anticipated home configuration including anticipated number of bedrooms. Detail how the home will maximize privacy and independence for the individuals.</p>	VII	15
9.	The RFP is for a facility with “services for at least five (5) individuals”. If we have capacity to serve more than 5 people, would this be considered a strength of our proposal? Alternately, if we were awarded a grant to serve 5 individuals at this site, would there be an opportunity to slightly expand in future years if the site had appropriate space?	DMHAS anticipates making up to four (4) awards, five (5) beds each.	I	3

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10.	Can you advise as to the required square footage for a single bedroom and, per-person for a shared room?	Footage requirements are specified in N.J.A.C 10:37-8.11		