

# FY25 Pinellas County Regional Opioid Abatement Funding Treatment and Recovery Program Services Questions and Answers

- 1. Question:** Can you apply for only one of the strategies or part of a strategy?  
**Answer:** Proposals should be inclusive of one or more OAFAB Funding Priority Recommendations identified in Section II of Instructional Guidelines.
- 2. Question:** Do you have to conduct a procurement process to issue subawards to identified partners in a project?  
**Answer:** The award will be given to the Primary Applicant. The Primary Applicant must follow all terms in the Opioid Abatement Funding Agreement related to subcontractor, including but not limited to notice and approval by the County. The proposal should provide organizational information on subcontractors. The Primary Applicant is responsible for providing oversight of the subcontractor partner(s), in compliance with the Opioid Abatement Funding Agreement ensuring they are properly licensed and credentialed as required by law to operate and provide services proposed.
- 3. Question:** Do you have any preferences on how to document proposed partnerships in a project? I.e. through use of a memorandum of understanding? Should it be one MOU with all partners, or can it be multiple MOUs – one for each partner?  
**Answer:** Proposals should include the appropriate document for the projects and collaborations being proposed and duties of each partner. Any instrument should document the details of the role(s) and duties each partner organizations of the program/project.
- 4. Question:** Do you have any recommendations for specific titles, topics, or formats we should include in a community resource shelf aimed at supporting patrons who may feel anxious or uncomfortable checking out materials related to addiction, mental health, and other personal challenges? Would you be open to a conversation about this initiative?  
**Answer:** The cone of silence remains in place through the active solicitation.
- 5. Question:** What numbers are you looking for in these lines: Total Agency Budget - is this the current agency budget as approved by the board, or the proposed budget if grant funds are awarded? Total Program Budget - is this the current agency budget as approved by the board, or the proposed budget if grant funds are awarded? (This is the same as our program budget as it is our only program currently) Human Services Allocation (this would be our grant request that would add to, not replace, our budget)  
**Answer:** Annual Agency Budget is the Primary Applicant's annual operating budget, for the agency as a whole not just for this project. This includes the total predicted costs associated with an agency's personnel costs, operations, supplies, rent, and other

expenses. Total HS Program Request (All Years) - This is the total amount of funding being requested through the proposal for all program years, not including match or other funding. Total Program Budget (All Years)- Total Program Budget for all years (entire project period) that includes all match or other funding sources

6. **Question:** Could you please confirm the eligibility of a police readiness certificate program for funding under the Pinellas: Regional Opioid Abatement Funding Treatment and Recovery Program Services?

**Answer:** The cone of silence remains in place through the active solicitation. Proposals should be inclusive of one or more OAFAB Funding Priority Recommendations identified in Section II of Instructional Guidelines, fall within one of the Approved Uses or Core Strategies, and include a minimum operating budget of \$3 million dollars. All applications must be completed and submitted no later than 4:00PM on Monday June 2, 2025. Please review the application and Instructional Guidelines to obtain further details.

7. **Question:** Is the \$3 million annual budget request for a 12-month period, i.e., if the organization submits a 36-month request, can the request total \$9 million?

**Answer:** Yes, proposals must be for at least \$3 million and up to \$30 million. Proposals must include a minimum annual (12-month) operating budget of \$3 million dollars in the identified project period. Consideration will be made for negotiations and project implementation. All funding awards are subject to availability of funds and approval by the Board of County Commissioners.

8. **Question:** What is the maximum annual budget (12-month period) an organization can request?

**Answer:** Proposals may be for at least \$3 million and up to \$30 million. Proposals must include a minimum annual (12-month) operating budget of \$3 million dollars in the identified project period. Consideration will be made for negotiations and project implementation. All funding awards are subject to availability of funds and approval by the Board of County Commissioners

9. **Question:** Do you have a process in mind for the capital requests, i.e., will capital funding be distributed upon request, or as cost reimbursement?

**Answer:** Proposals should describe the timeline and objectives for purchasing a property including whether the property has been identified. The proposal should include if the request is for capital or capital and services and whether the project is reliant on approval of capital request.

Proposals for large capital purchases (i.e. property, vehicles, machinery, etc.) will include a summary of the capital purchase that includes, cost, type, project timeline, match funding proposed and justification of need and impact as described in Section V.B.4.b of the Instructional Guidelines.

Proposals should outline and demonstrate the need for an alternative reimbursement method. Specific payment structure may be negotiated and tied to performance measures or program deliverables. Please see the Pinellas County Human Services Opioid Abatement Funding Agreement linked in the Application for reimbursement methods.

All proposals are subject to negotiations and land use restrictions as stated in the Instructional Guidelines and Human Services Opioid Abatement Funding Agreement linked in the Application.

**10. Question:** What is the percentage of capital match that's required?

**Answer:** There is no percentage of capital match that is required. The proposal should include match funding proposed and provide all the details described in Section V.B.4.b of the Instructional Guidelines.

**11. Question:** Is the match for capital expenditures required to be cash, or can it be in-kind or a combination of both?

**Answer:** The match for capital expenditures can be cash, in-kind, or a combination of both. The proposal should include match funding proposed and provide all the details described in Section V.B.4.b of the Instructional Guidelines.

**12. Question:** Do you have specific expectations regarding the purchase of property, i.e., what needs to be in place pertaining to capital purchases?

**Answer:** Proposals should describe the timeline and objectives for purchasing a property including whether the property has been identified. The proposal should include if the request is for capital or capital and services and whether the project is reliant on approval of capital request.

Proposals for large capital purchases (i.e. property, vehicles, machinery, etc.) will include a summary of the capital purchase that includes, cost, type, project timeline, match funding proposed and justification of need and impact as described in Section V.B.4.b of the Instructional Guidelines.

All proposals are subject to negotiations and land use restrictions as stated in the Instructional Guidelines and Human Services Opioid Abatement Funding Agreement linked in the Application.

**13. Question:** When it comes to capital expenditure, are you looking for strictly brick-and-mortar purchases?

**Answer:** No, capital assets are items with individual costs in excess of \$5,000 and have a useful life of more than one year.

**14. Question:** Please confirm that the budget can include bed rate costs for expanding access to residential treatment.

**Answer:** Yes, the proposals may include services and operations that fall within the Approved Uses and Core Strategies, including funding seeking to expand or continue capacity or services in an existing program. The budget should also detail costs and

expenses to justify the rate. Specific payment structure may be negotiated pending additional County Finance approval and should be tied to performance measures or program deliverables.

If expanding capacity, proposal should describe the current services available in the community, numbers unserved, wait list data and how the proposed program will reduce the number of unserved and if continuation of current programming, discuss efforts to obtain alternate funding and potential impact if funding is not secured.

**15. Question:** What data standards and privacy protocols are required for integration across county-funded programs in addition to the “Optimal Data Set”?

**Answer:** There is no current integrated system across existing County programs. All awarded agencies and subcontractors must demonstrate the appropriate procedures and data sharing agreements in place to meet the requirements of the solicitation including reporting. See Section 6 and 7 of the Human Services Opioid Abatement Funding Agreement linked in the application.

**16. Question:** Does the county have one or more EHR structures to connect to?

**Answer:** No, see the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines.

**17. Question:** Will participating vendors be required to align with an existing data-sharing framework or propose a new one?

**Answer:** Successful proposals will demonstrate understanding of the existing data-sharing framework and what is needed to achieve the goals of the proposal in alignment with the solicitation and in consideration of the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines. All awarded organizations and subcontractors under this solicitation will be required to meet data collection and reporting requirements detailed in Section V.B.6. of the Instructional Guidelines.

This includes the appropriate procedures and data sharing agreements in place to meet the requirements of the solicitation including reporting. See Section 6 and 7 of the Human Services Opioid Abatement Funding Agreement linked in the application. Vendors participating in the ODS will be provided a data collection tool (excel spreadsheet) to enter the Standard ODS measures and any applicable program specific measures as described in Attachment\_7 of the application.\_

**18. Question:** How will oversight and accountability be maintained among partners contributing to the system-level dashboard?

**Answer:** The County shall follow their standard monitoring procedures aligned with the Pinellas County Human Services Opioid Abatement Funding Agreement linked in the application. The Applicant Organization/Primary Applicant will be responsible for the monitoring and oversight of any subcontracted partners. All awarded organizations and subcontractors under this solicitation will be required to meet data collection and reporting requirements detailed in Section V.B.6 of the Instructional Guidelines. This includes the appropriate procedures and data sharing agreements in place to meet the

requirements of the solicitation including reporting. See Section 6 and 7 of the Human Services Opioid Abatement Funding Agreement linked in the application.

**19. Question:** Is the county seeking a single technology vendor, or will multiple platforms be integrated?

**Answer:** Proposals should provide the most effective tools to achieve the goals of the proposal, in alignment with the solicitation request and in consideration of the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines. Proposals must demonstrate the ability to successfully execute on the vendor's proposed activities.

**20. Question:** Will providers be responsible for updating data manually, or is automated syncing expected?

**Answer:** Automation of data submission is highly encouraged. Proposals must meet minimum requirements of the solicitation and provide the most effective tools to achieve the goals of the proposal, in alignment with the solicitation request and in consideration of the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines.

**21. Question:** Are there existing providers currently contributing to this system that a technology provider would need to interface with?

**Answer:** There is no current data system across existing County Programs. Proposals must demonstrate the ability to submit data as defined for program reporting.

**22. Question:** Are regional housing providers already identified, or will vendors be expected to form new partnerships?

**Answer:** Vendors are required to form their own collaborative partnerships. If program is working with partners, please include collaborative letters, Memorandums of Understanding (MOU's), or other documentation evidencing commitment from collaborative partnerships.

**23. Question:** What level of reporting is required to demonstrate outcomes in housing stability and recovery progress?

**Answer:** Outcomes should align with best practices and the benchmarks set by the Pinellas Continuum of Care and the Homeless Leadership Alliance consistent with the Human Services Opioid Abatement Funding Agreement. Successful proposals shall submit performance goals for the project using the Program Goals and Outcomes Template referenced in Section V.B.6 of the Instructional Guidelines.

The applicant organization must agree to work with the County to report on Optimal Data Set (ODS) data elements provided in the Behavioral Health Optimal Data Set for Access, Capacity and Quality Form and will need to submit proposed goal (s) of the program using the Program Goals and Outcomes Template referenced in Section V.B.6 of the Instructional Guidelines.

**24. Question:** Is access to a search tool with qualifying actions for housing desirable?

**Answer:** Please see Funding Priority Recommendations in Section 2 of the Instructional Guidelines, and the Approved Uses and Core Strategies linked in Section 1. Proposals must meet minimum requirements of the solicitation and provide the most effective tools to achieve the goals of the proposal. Applicants should include any tools that are valuable to their proposed program/project.

**25. Question:** How does the county define "sustainable" peer roles — is this tied to salary, certification, or caseload limits?

**Answer:** See Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines.

**26. Question:** Would the county support models that pair virtual peer support with in-person engagement?

**Answer:** Proposals must meet minimum requirements of the solicitation and provide the most effective tools to achieve the goals of the proposal, in alignment with the solicitation request and in consideration of the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines.

**27. Question:** Are there county-sponsored training/certification pathways, or will vendors be expected to provide their own training and certification?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. Successful proposals will provide best-practice trainings and certifications for personnel and projects. Awarded vendors are responsible for providing required trainings and certifications.

**28. Question:** What is the timeline for launching diversion programs or MOUD expansion in carceral settings?

**Answer:** The proposals should indicate the agency's proposed timeline for any program or project. The County shall rely on the Primary Applicant for all aspects of the proposed project and should include any collaborative letters, Memorandums of Understanding (MOU's), or other documentation evidencing commitment from collaborative partnerships for programming in carceral settings.

**29. Question:** Is the county seeking digital platforms to support care coordination before, during, and after incarceration?

**Answer:** Proposals must meet minimum requirements of the solicitation and provide the most effective tools to achieve the goals of the proposal, in alignment with the solicitation request and in consideration of the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines.

**30. Question:** Will community-based reentry programs be involved, and how are they funded or integrated?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring and oversight. Proposals must meet minimum requirements of the solicitation and provide the most effective tools to achieve the goals of the proposal, in alignment with the solicitation request and in consideration of the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines.

The proposals should indicate the agency's proposed timeline for any proposed program or project and should include any collaborative letters, Memorandums of Understanding (MOU's), or other documentation evidencing commitment from collaborative partnerships for programming

**31. Question:** How do CSTs differ in function from traditional case management in Pinellas County?

**Answer:** The Community Support Teams (CST) provide a level of care higher than traditional case management. See the Evaluation and Gap Analysis report linked in section I. of the Instructional Guidelines for further information on CST.

**32. Question:** Is there a cap on caseloads or expected team composition (e.g., clinician, peer, care coordinator)?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring and oversight. Successful proposals will include best-practices or need for caseload and team composition based on the project goals and objectives. Proposals must meet minimum requirements of the solicitation and provide the most effective tools to achieve the goals of the proposal, in alignment with the solicitation request and in consideration of the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines.

**33. Question:** Will CSTs operate independently or in partnership with existing county behavioral health providers?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring and oversight. Proposals must meet minimum requirements of the solicitation and provide the most effective tools to achieve the goals of the proposal, in alignment with the solicitation request and in consideration of the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines.

The proposals should indicate the agency's proposed timeline for any proposed program or project and should include any collaborative letters, Memorandums of Understanding (MOU's), or other documentation evidencing commitment from collaborative partnerships for programming

**34. Question:** Are you open to augmenting community support teams with virtual support?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring

and oversight. Proposals must meet minimum requirements of the solicitation and provide the most effective tools to achieve the goals of the proposal, in alignment with the solicitation request and in consideration of the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines.

**35. Question:** How is success measured for QRTs (e.g., reduced ED visits, increased engagement in care)?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring and oversight. Successful proposals will submit performance goals for the project using the Program Goals and Outcomes Template referenced in Section V.B.6 of the Instructional Guidelines. Pinellas County Human Services has program monitoring staff including Quality and Planning that review program performance and data reporting.

**36. Question:** Is there flexibility in how QRTs incorporate emerging models such as mobile response or telehealth triage?

**Answer:** Successful proposals will demonstrate how an emerging model will better serve the project population. The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design.

Proposals must meet minimum requirements of the solicitation and provide the most effective tools to achieve the goals of the proposal, in alignment with the solicitation request and in consideration of the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines.

**37. Question:** Are there existing community coalitions that a provider would collaborate with?

**Answer:** Please see the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines.

**38. Question:** What is the county's desired level of involvement in program design versus vendor-driven strategy?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring and oversight. Successful proposal will describe complete programs and strategies for implementation.

Proposals must meet minimum requirements of the solicitation and provide the most effective tools to achieve the goals of the proposal, in alignment with the solicitation request and in consideration of the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines.

**39. Question:** Does the county have partnerships with universities or researchers to assess outcomes?



**Answer:** No, the County does not have an independent partnership with universities or researchers to assess outcomes. Successful proposals should be all inclusive of project evaluation, research or data needs. Please see Section V.B.6 of the Instructional Guidelines. Pinellas County Human Services has program monitoring staff including Quality and Planning that review program performance and data reporting.

**40. Question:** Is the use of control groups, comparison populations, or historical benchmarks expected?

**Answer:** Successful proposals should be all inclusive of project evaluation, research or data needs to meet project objectives. Pinellas County Human Services has program monitoring staff including Quality and Planning that review program performance and data reporting.

**41. Question:** Are there standardized protocols for warm handoffs, or would providers help develop them?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring and oversight. Successful proposal will describe complete procedures and strategies for implementation. Proposals must meet minimum requirements of the solicitation and provide the most effective tools to achieve the goals of the proposal, in alignment with the solicitation request and in consideration of the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines. The Applicant Organization/Primary Applicant will be responsible for the program design, monitoring and oversight.

**42. Question:** What level of engagement is expected within 24–72 hours of initial contact?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring and oversight. Successful proposal will describe complete procedures and strategies for implementation and should incorporate best practices for the program services proposed and population being served.

**43. Question:** Will MAT expansion include funding for virtual MAT prescribers or mobile units?

**Answer:** Please see the Approved Uses and Core Strategies Linked in Section 1 of the Instructional Guidelines. The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring and oversight. Successful proposals will include best-practices and/or need justifications for model to best serve the intended target population.

**44. Question:** How will integration with prescribers and pharmacies be managed?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The proposals should indicate the agency's proposed timeline for any program or project and should include any collaborative letters, Memorandums of Understanding

(MOU's), or other documentation evidencing commitment from collaborative partnerships for programming.

Proposals must meet minimum requirements of the solicitation and provide the most effective tools to achieve the goals of the proposal, in alignment with the solicitation request and in consideration of the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines. The Applicant Organization/Primary Applicant will be responsible for the program design, monitoring and oversight.

**45. Question:** Are wraparound services for the pregnant and postpartum population a county expectation (e.g., housing, nutrition, parenting)?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design. Please see the Approved Uses and Core Strategies Linked in Section 1.

**46. Question:** Will the county define success metrics specifically for maternal SUD recovery?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design. Please see the Program Goals and Outcomes Template referenced in Section V.B.6 of the Instructional Guidelines. The Primary Applicant organization will need to submit proposed goal (s) of the program using the Program Goals and Outcomes Template referenced in Section V.B.6 of the Instructional Guidelines. Successful proposals will be required to effectively report on the program and program outcomes as defined by the County.

**47. Question:** For treatment for Neonatal Abstinence Syndrome (NAS) will provider be responsible for long-term family engagement post-discharge?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design. Please see the Program Goals and Outcomes Template referenced in Section V.B.6 of the Instructional Guidelines. The Primary Applicant organization will need to submit proposed goal (s) of the program using the Program Goals and Outcomes Template referenced in Section V.B.6 of the Instructional Guidelines. Successful proposals will be required to effectively report on the program and program outcomes as defined by the County.

**48. Question:** Are peer support specialists part of NAS care plans?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design. Successful proposals will include best-practices and/or need justifications for the model proposed to best serve the intended target population. Please see Approved Uses and Core Strategies linked in Section 1 of the Instructional Guidelines.

**49. Question:** What cross-agency coordination (e.g., DCF, hospitals, pediatricians) is expected for this population?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring and oversight. Proposals must meet minimum requirements of the solicitation and provide the most effective tools to achieve the goals of the proposal, in alignment with the solicitation request and in consideration of the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines.

**50. Question:** How does the County envision this program interacting, particularly from a reimbursement standpoint, with other state and federal programs, in particular Medicare and Medicaid?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring and oversight. Successful proposals will leverage existing funding and programs. Other funding, match and/or program generated income should be documented in the Budget and Operational Narrative and Instructions Attachment linked in the Instructional Guidelines.

**51. Question:** What support is available from the County for uninsured or underinsured individuals who are actively receiving services when the contract period ends?

**Answer:** Please see Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines for available services in the County. The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring and oversight. Successful proposals should include sustainability and/or transition plan for participants once funding concludes, as applicable. Proposals must meet minimum requirements of the solicitation.

**52. Question:** Can applicants include sustainability or transition planning activities in the proposed budget—such as Medicaid enrollment assistance, referral coordination, or short-term bridge services to prevent disruptions in care?

**Answer:** Applicants can include sustainability or transition planning activities in the proposed budget, if activities are to occur during the project period and in alignment with the Approved Uses and Core Strategies linked in Section 1 of the Instructional Guidelines. Other funding, match and/or program generated income should be documented in the Budget and Operational Narrative and Instructions Attachment linked in the Instructional Guidelines.

**53. Question:** Will the County provide guidance or referral infrastructure to support continuity of care for members who cannot pay once the funding concludes?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring and oversight. Successful proposals should include sustainability and/or transition plan for participants once funding concludes, as applicable.

**54. Question:** To ensure sustainability and accurate forecasting, can the County clarify whether referrals—particularly for justice-involved individuals, child welfare-involved families, and neonatal-exposed families—will be centrally coordinated through the CAM system, or must they be independently sourced by each applicant?

**Answer:** If applicable, participation is required in the Care About Me (CAM)-Coordinated Access Model which provides access for Pinellas County residents of all ages who need help finding appointments for mental health, substance use and/or addiction services. Participation is defined as either referring through the CAM and/or receiving clinical intake appointments from the CAM. Please see section V.B.6, Program Outcomes and Goals of the Instructional Guidelines.

The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring and oversight. Proposals must meet minimum requirements of the solicitation. Proposals should include the appropriate documentation for the projects and collaborations being proposed and duties of each partner. Any instrument should detail the role each partner organization will serve in the program/project.

**55. Question:** Will the County provide projected member volume or referral targets for funded programs?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring and oversight. Successful proposals will provide projections, and referral targets. Proposed service levels should be described and support the community need addressed by the proposed program consistent with Section E: Community Need of the Application.

**56. Question:** Are there established County performance benchmarks for engagement, retention, and access that applicants should align with when developing program goals and outcomes?

**Answer:** Please see Please see section V.B.6, Program Outcomes and Goals of the Instructional Guidelines and the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines. Successful proposals will be required to effectively report on the program and program outcomes as defined by the County.

**57. Question:** What is the payment structure for awarded programs? Will funding be distributed upfront, on a reimbursement basis, or through another mechanism?

**Answer:** Preference is for a reimbursement basis and is subject to negotiation. Proposals should outline and demonstrate the need for an alternative reimbursement method. Specific payment structure may be negotiated and tied to performance measures or program deliverables. Please see the Pinellas County Human Services Opioid Abatement Funding Agreement linked in the Application for reimbursement methods.

**58. Question:** Will programs be allowed to carry over unspent funds into the next program year, or are unspent funds subject to forfeiture if not fully utilized within the current year?

**Answer:** With written County approval, consistent with the Opioid Abatement Funding Agreement, unspent funds can be carried over to the following program year.

**59. Question:** The RFP notes that the County will consider project start-up and implementation as part of the 12–36-month project period. Can the County clarify the expected time period between award approval and the required program start date?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The proposals should indicate the agency’s proposed timeline for any program or project including implementation.

**60. Question:** Does that County have a perspective on reporting requirements such as DCF and ODS and CAM participation?

**Answer:** DCF reporting requirements may include but are not limited to participant level data such as an 837 form. Optimal Data Set (ODS) data elements are provided in the Behavioral Health Optimal Data Set for Access, Capacity and Quality Form linked in Attachment 7 of the application. If applicable, participation is required in the Care About Me (CAM)- Coordinated Access Model which provides access for Pinellas County residents of all ages who need help finding appointments for mental health, substance use and/or addiction services. Participation is defined as either referring through the CAM and/or receiving clinical intake appointments from the CAM. Please see section V.B.6, Program Outcomes and Goals of the Instructional Guidelines.

**61. Question:** Are there additional conditions on the Pinellas County Opioid Abatement Settlement that participants need to consider?

**Answer:** All the eligibility requirements can be found in the application or in the Instructional Guidelines. Requirements are subject to change to comply with any local, state, and federal laws and/or requirements.

**62. Question:** Will the County provide access to county-specific data that may not be easily accessible in order to meet the reporting requirements (e.g., section E(b))?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposal. The Primary Applicant/Lead Agency and any subcontractors must have the appropriate procedures and data sharing agreements in place to meet the requirements of the solicitation including reporting.

**63. Question:** Is there an information sharing hub in Pinellas, similar to a regional health information exchange, whereby involved agencies representing justice, health care, local department of health, harm reduction, social care and recovery organizations are able to coordinate campaign, services, identify “hotspots” for intervention and generally be a repository for data and outcome measurements?

**Answer:** Please see the Evaluation and GAP Analysis linked in Section I. of the Instructional Guidelines.

**64. Question:** Section V. Content and Form of Application Submission, part A. General Information, item 3 states: “Agencies can be collaborative partners in other submissions but can only submit one application as the primary.” Does the County intend to approve funding for multiple awardees, and can applicants receive funding as both a primary applicant and collaborative partner with one or more other applicants?

**Answer:** Yes, an organization may only be the Primary Applicant for one proposal but may be a subcontractor in other proposals. Successful proposals will consider each subcontractor/partner’s ability to complete duties if they are included in more than one award. The Applicant Organization/Primary Applicant will be responsible for the program design, monitoring and oversight.

**65. Question:** Will the lead agency have full and final authority on hires for the programming or will the County have to approve hires?

**Answer:** Subcontractors are subject to County approval and the County may request removal or approval of staff if deemed appropriate. The Primary Applicant will be responsible for the monitoring and oversight of any subcontracted partners. Please see the Pinellas County Human Services Opioid Abatement Funding Agreement linked in the Application.

**66. Question:** Is there any cap on admin rates?

**Answer:** Opioid settlement funds are classified as state funding therefore indirect costs is permissible at 10% maximum.

**67. Question:** We have seen other state and local grants increase the indirect de minimis rate from 10% to 15% since the Federal OMB changed their rate last October. Is the intention of the County to keep the de minimis at 10% for this opportunity?

**Answer:** Opioid settlement funds are classified as state funding therefore indirect costs is permissible at 10% maximum.

**68. Question:** How quickly will the County process reimbursement requests and how quickly will payments be made?

**Answer:** The County reimburses agencies in accordance with Florida Statutes Section 218.70, the Local Government Prompt Payment Act, within 45 days of County receipt of a proper invoice that includes all required documentation. Invoices are typically submitted on a monthly or quarterly basis. Successful proposals should outline and demonstrate the need for alternative reimbursement needs.

**69. Question:** Is this opportunity reimbursement only or is there some opportunity for advance funds?

**Answer:** Yes, proposals should outline and demonstrate the need for advanced funds or an alternative reimbursement method. The amount that may be advanced shall not

exceed the expected cash needs of the contractor or recipient within the initial three months of the project. Specific payment structure may be negotiated pending additional County Finance approval and should be tied to performance measures or program deliverables. Please see the Pinellas County Human Services Opioid Abatement Funding Agreement linked in the Application for reimbursement methods.

**70. Question:** Are there any possibility of 1/12 payments?

**Answer:** Proposals should outline and demonstrate the need for an alternative reimbursement method. Specific payment structure may be negotiated and tied to performance measures or program deliverables. Please see the Pinellas County Human Services Opioid Abatement Funding Agreement linked in the Application for reimbursement methods.

**71. Question:** As we have experienced substantial growth in reimbursement programs, which requires more working capital and considering the size of the requested programming, is there opportunity for advance payments to initiate new build and operations?

**Answer:** Yes, proposals should outline and demonstrate the need for advanced funds or an alternative reimbursement method. The amount that may be advanced shall not exceed the expected cash needs of the contractor or recipient within the initial three months of the project. Specific payment structure may be negotiated pending additional County Finance approval and should be tied to performance measures or program deliverables. Please see the Pinellas County Human Services Opioid Abatement Funding Agreement linked in the Application for reimbursement methods.

**72. Question:** Will the provider's information be considered proprietary, or will the County own the programming?

**Answer:** All proposals are subject to public records laws, consistent with the Pinellas County Human Services Opioid Abatement Funding Agreement linked in the Application. Successful proposals will detail what if any aspects of the project and or proposal are considered to contain proprietary information. Primary applicants will be required to effectively report on the program and program outcomes as defined by the County.

**73. Question:** Does the provider own its own model?

**Answer:** All proposals are subject to public records laws, consistent with the Pinellas County Human Services Opioid Abatement Funding Agreement linked in the Application. Successful proposals will detail what if any aspects of the project and or proposal are considered to contain proprietary information. Primary applicants will be required to effectively report on the program and program outcomes as defined by the County.

**74. Question:** Does the lead agency own its own data?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring and oversight including data collection and maintenance. The Primary Applicant/Lead

Agency and any subcontractors must have the appropriate procedures and data sharing agreements in place to meet the requirements of the solicitation including reporting and compliance with HIPAA and 42 CFR. See Section 6 and 7 of the Human Services Opioid Abatement Funding Agreement linked in the application. Primary applicants will be required to effectively report on the program and program outcomes as defined by the County. Any documentation or data submitted to the County as part of the program may be maintained by the County in accordance with Public Record requirements.

**75. Question:** Do subrecipients/subcontractors own their own models?

**Answer:** All proposals are subject to public records laws consistent with the Pinellas County Human Services Opioid Abatement Funding Agreement linked in the Application. Successful proposals will detail what if any aspects of the project and or proposal are considered to contain proprietary information. Primary applicants will be required to effectively report on the program and program outcomes as defined by the County.

**76. Question:** Do subrecipients/subcontractors own their own data?

**Answer:** The County shall rely on the Primary Applicant for all aspects of the proposed project. The Primary Applicant will be responsible for the program design, monitoring and oversight including reporting, maintenance, and compliance with HIPAA and 42 CFR. See Section 7 of the Human Services Opioid Abatement Funding Agreement linked in the application. The Primary Applicant/Lead Agency and any subcontractors must have the appropriate procedures and data sharing agreements in place to meet the requirements of the solicitation including reporting. See Section 6 and 7 of the Human Services Opioid Abatement Funding Agreement linked in the application. Primary applicants will be required to effectively report on the program and program outcomes as defined by the County. Any documentation or data submitted to the County as part of the program may be maintained by the County in accordance with Public Record requirements.

**77. Question:** The state definitions of some Approved Uses can be a bit vague. If the review committee determines that an element or activity of the proposal is not an eligible use, will the entire proposal be considered ineligible or will the proposal be considered pending the removal of the identified ineligible activity?

**Answer:** At the discretion of OAFAB, and subject to the approval by the Pinellas County Board of County Commissioners, if a proposal meets all other eligibility requirements it may still be considered for the next round and negotiations. Successful proposals will accurately identify whether costs are eligible.

**78. Question:** Can you clarify the number of awards the County intends to make under this solicitation?

**Answer:** The County intends to award up to three (3) awards based on solicitation response, availability of funding, recommendations from OAFAB and approval from Pinellas County Board of County Commissioners.



**79. Question:** Can you clarify if the minimum operating budget of \$3 million is for the entire project period (up to 36 months) or if it is \$3 million each year (\$3million per year for up to 3 years – or \$9 million minimum)?

**Answer:** Proposals must have a minimum annual (12-month) operating budget of \$3 million dollars and a minimum project period of 12 months. Consideration will be made for negotiations and project implementation timeline.

**80. Question:** If an organization is seeking funding for the acquisition of real property for recovery housing or other eligible activities, does the specific property need to be identified or would a requested amount and scope of work/minimum criteria be adequate?

**Answer:** Preference is for the specific property to be identified; however, submission of the requested amount and scope of work that includes all the details described in Section V.B.4.b of the Instructional Guidelines is adequate. Proposals should describe the timeline and objectives for purchasing a property including whether the property has been identified.

The proposal should include if the request is for capital or capital and services and whether the project services are reliant on approval of capital request. Successful capital proposals will include a summary of capital purchase(s) that includes, cost, type, project timeline, match funding proposed and justification of need and impact as described in Section V.B.4.b of the Instructional Guidelines.