

Community Support Program Request For Proposal

Vendor Conference

November 20, 2017

Vendor Attendees: Don Andresen (Aurora); Kathy Rohr (Family & Children's Center)

County staff: Chris Sander, Paul Medinger, Matt Strittmater, Christin Skolnik, Jessica Andre

Questions/Answers

- 1. We would be interested in hearing more about a potential incentive payout for outcomes achieved in % of billable hours and % of collections from MA. This topic is on page 5 of the RFP. We are interested in finding out if this is a positive incentive for outcomes or if there would potentially be a negative incentive or reduction of payment in the case of outcomes not met. We are interested in learning if the incentive payout would be a "bonus" or if it would impact the reconciliation process. We are interested in learning if we would need to provide increased reporting procedures.**

La Crosse County does not have a firm idea of what this would look like, but is interested and willing to discuss the concept with a vendor. The intent at this time would be to look at a positive incentive that would allow a vendor to share in the financial reward if the counties' overall cost to receive an agreed upon model comes in at less than could be reasonably expected. Depending on the exact model that is accepted via the RFP process, this may be easier to explore after the initial year or two of operation.

- 2. We would be interested in exploring the possibility of a clause regarding number of clients and physical location of services. For example, if Black River Fall's client numbers drop further, it may not be feasible to maintain a physical location in Black River Falls, but instead serve Jackson County clients from the Sparta office. We do not believe there is a reason for concern with current numbers, but want to be sure the contingency is allowed for.**

The volume of services outlined in the RFP leads us to highly value physical locations in Monroe and Jackson counties. Depending on cost to provide services outlined in the RFP, we recognize a vendor may suggest an alternative model as a way to control expenses. We also realize that increased expenses in the future and/or decreased number of consumers served in these counties could lead to a need to discuss whether or not physical locations in each county can be reasonably maintained.

- 3. Do you have the current # of clients for all counties?**

La Crosse has 95 total clients (73 county funded and 22 family care funded)

Jackson/Monroe has 36 total clients (25 county funded and 11 family care funded)

- 4. Who is the current provider?**

Family & Children's Center is the current provider.

5. How many CSP clients have been in out of home care in 2017? How many total days in 2017?

The following are duplicated numbers for WRIC CSP consumers (a small number have been in multiple settings):

County	Setting	Number of Consumers	Total Number of Days
La Crosse	State Hospital	4	98
	Trempealeau/IMD	4	388
	CBRF/AFH	5	446
Monroe	State Hospital	3	320
	Trempealeau/IMD	2	176
	CBRF/AFH	2	208
Jackson	State Hospital		
	Trempealeau/IMD	2	100
	CBRF/AFH	2	269

6. Does the current provider also provide outpatient mental health and/or substance abuse services?

They do provide outpatient mental health and substance abuse counseling services at the La Crosse location (individual services only, not groups), but do not provide outpatient mental health or substance abuse counseling services in Jackson or Monroe counties.

7. Can you elaborate on the current psychiatric services that are provided?

Inside the RFP on page 3 is a table that outlines what is provided by the county. We make a psychiatrist and 2 APNP's available to the vendor. They go onsite to the vendor's facility and their cost will be billed back to the vendor and in turn the vendor includes this cost when reporting program cost back to La Crosse for WIMCR/State reporting.