



## Response to Inquiries

### **1. If the vendor responds to two areas, is one reply sufficient?**

A. No –there needs to be an individual reply for each area for both written narratives and oral presentations.

### **2. Do you have data on adoptions by geographical area? How is the goal determined?**

A. The goal is negotiated every year between the CNSWFL and the Department of Children and Families. Currently DCF has proposed a goal of 159, but this is still under negotiation. CNSWFL has made a counter proposal which is under consideration. The goal is divided between the CMOs based on percentage of the workload. The goal will be achievable and exceedable.

### **3. Will questions and answers be posted?**

A. Yes on CNSWFL website. For people who submitted an Intent to Negotiate, answers will be sent to them by email.

### **4. We noted that the contract negotiations meetings are open to the public. Is the oral presentation open as well?**

A. No. Oral presentations are not open to the public, but will be recorded.

### **5. Who will be on the evaluation team?**

A. The team will consist of CNSWFL employees, stakeholders, and community representatives. The list of team members has been posted on the website.

### **6. Does the CMO selected have to provide all the services listed in the General Statement on page 12 or are subcontracts with other community organizations and the CMO allowable?**

A. All the services listed in the General Statement on page 12 must be provided by the vendor and may not be subcontracted.

### **7. Will there be space and equipment provided?**

A. Currently CNSWFL provides space in the circuit. There are 2 offices in Collier County, 1 in Lee, 1 in Charlotte and 1 in Hendry. The infrastructure that CNSWFL funds is listed in Appendix VII of the ITN.

### **8. Can CNSWFL provide outcome performance information by CMO for the past year?**

A. Yes see attached data.

### **9. How many foster homes are in the circuit?**



A. **249** are available

Charlotte-40  
Collier-35  
Hendry/Glades-19  
Lee-155

Agencies managing these homes are as follows:  
Florida Baptist Children's Home-46  
Family Preservation Services-50  
Gulf Coast Jewish Family and Community Services-5  
Lutheran Services Florida-148

**10. Will current foster care recruitment be affected?**

A. Current foster home recruitment and licensing contracts will not be affected.

**11. Do current CMOs recruit foster parents, license them and maintain foster homes?**

A. CMOs are currently responsible for engaging their community in a multitude of capacities to create awareness for the need of foster and adoptive families. The CMOs attend community events, meet with local organizations, and engage the community to raise awareness for the need for quality foster families. CNSWFL is responsible for coordinating the ad campaigns, billboards, media commercials and provides materials.

**12. Is there a requirement of the number of homes to recruit?**

A. Yes. The target number is currently being negotiated between CNSWFL and the Department of Children and Families.

**13. What kind of support for the placement coordinator and visitation coordinator is available in the CMO?**

A. Placement coordinator is a certified Child Welfare Case Manager. The CMOs have paraprofessionals employed to support these staff members. The post adopt case manager is currently in the CMO. That position is a certified child welfare case manager.

The staff we have at the CNSWFL provides quality management and technical assistance. QM specialists provide technical assistance and oversight for the CMOs. In addition, there are QA positions within the CMO that work closely with the CNSWFL.

**14. What is the equity per child and how does it compare with other CBCs across the state?**

A. CNSWFL is focused on whether our funding is sufficient to meet the needs of our children. Equity funding has helped us to add more providers and services for our children in our system of care.

**15. Does the CNSWFL have a file room?**



A. We just converted to an electronic file system. The CMOs have file clerks who are now responsible for scanning documents into the files.

**16. Is there a list of administrative costs?**

A. Administrative costs should be 10% or lower. A guideline of allowable administrative costs will be posted.

**17. Is there any flexibility for indirect costs? Could they be up to 12 – 13%?**

A. Indirect costs should be 10% or less.

**18. Is there a history of why the contracts are going out to bid?**

A. CNSWFL was monitored by DCF last year. An area of discussion was the need to periodically competitively procure major contracts. We agree there is value to seeing what resources and innovations are in the community and what services are available. CNSWFL reviews the system of care annually to make adjustments and improvements.

**19. Are there any Flex Funds available?**

A. Yes. They are in the CNSWFL budget and can be accessed through the CNSWFL utilization management unit.

**20. Are there bonus dollars available?**

A. Not at this time.

**21. Is payment at a fixed rate or bundled rate?**

A. The method of payment may be negotiated. Currently it is a fixed rate of 1/12 of annual amount paid monthly.

**22. Is there a specific font required for the written response?**

A. Please use a readable font in 12 point type.

**23. May Exhibits 1 and 3 be copied on both sides of the paper?**

A. Yes

**24. If the vender includes examples as an attachment that is described in the narrative; will this be considered in the evaluation process?**

A. The narrative is limited to 25 pages. The ITN details allowable exhibits. Any other additional documentation will not be considered.

**25. Do you need agency-wide organization charts or just a chart for the proposed CMO?**



A. CNSWFL will need both the statewide and the local organization chart. These charts do not count toward the 25 page limit.

**26. Is the oral presentation a fluid question and answer session? How does that affect the 2 hour limit?**

A. Vendor will have 2 hours to make their presentation. Clarifying questions will be held to the end of the presentation. The question and answer period does not count as part of the 2-hour presentation.

**27. Is the review of evaluators' scoring open to the public?**

A. Yes

**28. If a new provider is chosen, what is the plan for the transition?**

A. New provider will start July 1. We will do whatever is necessary to minimize disruption to services to children and families.

**29. Is there a possibility for a bridge contract?**

A. We don't think one is necessary. CNSWFL is responsible for maintaining locations and equipment. The provider is responsible for management, leadership and personnel. We hope the provider will consider keeping the current employees.

**30. Must the oral presentation also be submitted in written narrative format in the binders along with the proposal, or is it to be strictly an oral presentation?**

A. The bidder may have a PowerPoint presentation, but it does not need to be submitted with the proposal.

**31. Approximately how many families are involved in drug court in Circuit 20?**

A. There are approximately 8 families involved in drug court

**32. What is the current retention rate for foster homes in Circuit 20?**

A. 91%

**33. What is the turnover rate for the staff in the current CMOs in Circuit 20?**

A. An exact number is not available, but case manager turnover has been an on-going issue.

**34. What are the key indicators (if any) you as the lead agency have identified as areas of improvement for current CMOs in Circuit 20?**

A. Please refer to the attached performance measures. Currently we are focusing on foster parent recruitment and retention, improved permanency outcomes and improved well-being outcomes.



35. What is the main reason for removal/court ordered services in Circuit 20? If substance abuse, is it mostly prescription drugs?

- A. As noted in Circuit 20's CAPP update, as of 2011 these are the most prevalent:
- Substance abuse and misuse (we have seen an increase in prescription drug misuse)
  - Family violence threatens child
  - Inadequate supervision
  - Physical injury
  - Environmental hazards
  - Sexual abuse
  - Threatened harm
  - Failure to protect

**36. Are there Diversion providers in Circuit 20, as the ITN discussed that the CMO provides both voluntary and court ordered family preservation?**

A. The CMO provides case management services to in-home cases whether voluntary or court-ordered. The Children's Network has a number of sub-contracted providers who provide diversion and prevention services to families such as parenting classes, behavioral services, and in-home counseling services.

**37. What data systems do you use to monitor performance (mindshare, or FSFN only)?**

A. FSFN

**38. Is the judicial process the same in each county Circuit 20 encompasses, in reference to timeline of case flow, processes and policies, and expectations?**

A. The judicial process is similar throughout the circuit. In Lee County there is a unified court process where the dependency judge also handles delinquency issues for the children who are involved with DCF and DJJ when appropriate.

Collier County has a Citizens Review Panel which handles some judicial reviews and case plans.

**39. Are there any large county-to-county differences competing CMOs should note when developing proposals?**

A. Yes. Circuit 20 has very diverse counties. There are two tribes in Hendry/Glades /Collier Counties which require working with tribal councils. Rural populations are in Hendry, Glades and eastern Collier County. Lee County has the largest population, followed by Collier and Charlotte counties.

**40. Since the entire county is open for a child's placement, how is service/visitation navigated if a child is placed far outside of a CMO's region? Would courtesy supervision ever be explored?**

A. We make every effort to place a child close to his home in order to minimize disruption to the



child. If it is necessary to place outside the geographic area of responsibility of the CMO, then courtesy supervision is requested for provision of case management services. Visitation is typically handled by primary case worker.

**41. Does the square footage offered in the contract include space accommodation for non-funded positions?**

A. No. Some locations may have additional space available for lease.

**42. Who else occupies that space?**

A. This varies by location and is subject to change.

Childrens Network of SW Florida		FPS Contract Performance Measures FY 11-12												2009-2012 Target
Performance Measure (2011/2012 targets)		Jul 11	Aug 11	Sept 11	Oct 11	Nov 11	Dec 11	Jan 12	Feb 12	Mar 12	Apr 12	May 12	Jun 12	
FS106 (quarterly)	1) The % of children served in out-of-home care who are not maltreated by their out-of-home caregiver shall be at least 99.89%.			99.74% 377 of 378						99.73% 360 of 370			na	99.69%
FS107	2) The % of children under supervision who are required to be seen each month who are seen each month shall be at least 100% (monthly)		99.31% 433 of 436	99.27% 408 of 411				100% 417 of 417	99.77% 434 of 435	99.13% 455 of 460	100% 458 of 463	100% 480 of 480	100% 470 of 470	100%
FS301 (Ytd/quarterly)	3) The % of children reunified who were reunified within 12 months of the latest removal shall be at least 75.2%.			88.90% 12 of 13						92.00% 9 of 10			85.22% 35 of 41	75.2%
FS302 (Ytd/quarterly)	4) The % of children reunified who re-entered out-of-home care within 12 months shall not exceed 0.3% (Ytd/quarterly)			0.20% 5 of 24						10.53% 16 of 152			5.61% 1 of 18	0.8%
FS303 (Ytd/quarterly)	5) The % of children who were adopted who were adopted within 24 months of the latest removal shall be at least 38.8% (Ytd/quarterly)			60.00% 3 of 5						40.74% 11 of 27			33.33% 1 of 3	38.8%
FS671 (Ytd/quarterly)	6) The % of children in out-of-home care 24 months or longer on July 1 who achieved permanency prior to their 18th birthday and by June 30 shall be at least 29.1% (Ytd/quarterly)			7.14% 4 of 54 pre-adopt						45.45% 26 of 58			58.18% 12 of 21	29.1%
FS306 (Ytd/quarterly)	7) The % of children in out-of-home care for at least eight days, but less than 12 months, who had two or fewer placement settings, shall be at least 88% (Ytd/quarterly)			87.98% 166 of 189						83.84% 218 of 260			83.73% 175 of 209	88%
FS304 (Ytd/quarterly)	8) The number of children with finalized adoptions between July 1, 2011 and June 30, 2012 shall be at least 39 (monthly)	3 ytd		5 ytd										TBD
FS773 (Additional Strategic Planning Measures)	9) The % of children under supervision who are required to be seen every 30 days, who are seen every 30 days shall be at least 89.5% (green)/89.9 (red), (monthly)	na	na	na	na	na	na	na	na	na	na	na	na	99.50%
FS108	The average number of children who are missing per 1000 children in home and out-of-home care will not exceed 10 (monthly)	na	na	na	na	na	na	na	na	na	na	na	na	TBD

Data Source: DCF Dashboard, DCF Federal Performance Measure Quarterly report & FSFN

Shading is based on comparisons to 2004 national data, using median and either 25<sup>th</sup> percentile (where lower is better) or 75<sup>th</sup> percentile (where higher is better). Cells are shaded green if the performance is better than the desired 25<sup>th</sup> percentile. \* Note: Measures 3, 1 tracks performance for a cohort of children across the fiscal year.

FED DCF	range	range	range
C1.1 FS301	75-74.2%	75-74.2%	75-74.2%
C1.4 FS302	40-19.9%	40-19.9%	40-19.9%
C2.1 FS303	25-16.8%	25-16.8%	25-16.8%
C3.1 FS671	25-29.1%	25-29.1%	25-29.1%
C4.1 FS306	80-89%	80-89%	80-89%

(FY CUMULATIVE/PRORATED)

Childrens Network of SW Florida		LSF Contract Performance Measures FY 11-12													
Measure	Description	Jul 11	Aug 11	Sept 11	Oct 11	Nov 11	Dec 11	Jan 12	Feb 12	Mar 12	Apr 12	May 12	Jun 12	Target	
FS106	1) The % of children served in out-of-home care who are not maltreated by their out-of-home caregiver shall be at least 89.89% (quarterly)	99.88%	100%	100%	99.89%	99.89%	100%	100%	100%	99.70%	100%	100%	99.70%	99.89%	
FS107	2) The % of children under supervision who are required to be seen each month who are seen each month shall be at least 100% (monthly)	99.88%	100%	100%	99.89%	99.89%	100%	100%	100%	99.70%	100%	100%	99.70%	100%	
FS301	3) The % of children reunified who were reunified within 12 months of the latest removal shall be at least 75.2% (YTD/quarterly)	na	na	na	na	na	na	na	na	na	na	na	na	75.2%	
FS302	4) The % of children reunified who re-entered out-of-home care within 12 months shall not exceed 9.8% (YTD/quarterly)	na	na	na	na	na	na	na	na	na	na	na	na	9.8%	
FS303	5) The % of children who were adopted who were adopted within 24 months of the latest removal shall be at least 38.6% (YTD/quarterly)	na	na	na	na	na	na	na	na	na	na	na	na	38.6%	
FS671	6) The % of children in out-of-home care 24 months or longer on July 1 who achieved permanency prior to their 18th birthday and by June 30 shall be at least 28.1% (YTD/quarterly)	na	na	13.45%	14.45%	14.45%	25.62%	25.62%	25.62%	13.06%	na	na	17.79%	28.1%	
FS306	7) The % of children in out-of-home care for at least eight days, but less than 12 months, who had two or fewer placement settings, shall be at least 86% (YTD/quarterly)	na	na	na	na	na	na	na	na	na	na	na	na	86%	
FS304	8) The number of children with finalized adoptions between July 1, 2011 and June 30, 2012 shall be at least 78 (monthly)	18	18	21	24	45	62	67	77	79	79	83	85	TBD	
FS773	9) The % of children under supervision who are required to be seen every 30 days, who are seen every 30 days shall be at least 89.5% (green/89.8 red% (monthly))	na	na	na	na	na	na	na	na	na	na	na	na	89.50%	
FS108	Additional Specific Planning Measures (see 2004 National Data) The average number of children who are missing per 1000 children in home and out-of-home care will not exceed 10 (monthly)	na	na	na	na	na	na	na	na	na	na	na	na	TBD	
Data Source: DCF Dashboard, DCF Federal Performance Measure Quarterly report & SFN		Shading is based on comparisons to 2004 national data, using median and either 25 <sup>th</sup> percentile (where lower is better) or 75 <sup>th</sup> percentile (where higher is better). Cells are shaded green if the performance is better than the desired 25 <sup>th</sup> /75 <sup>th</sup> percentile.													
FED DCF		* Note: Measures 3, 1 tracks performance for a cohort of children across the Fiscal Year.													
C1.1.FS301	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	
C1.1.FS302	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	
C2.1.FS303	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	
C3.1.FS671	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	
C4.1.FS306	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	range:	
		(FY CUMULATIVE/PRORATED)													