

The background of the slide is a light blue gradient with several realistic water droplets of various sizes scattered across it. The droplets have highlights and shadows, giving them a three-dimensional appearance. A solid blue rectangular box is positioned in the upper middle section of the slide, containing the main title text.

RYAN WHITE PART A BIDDERS CONFERENCE

NOVEMBER 15, 2022

10 AM

VIRTUAL ZOOM MEETING

OVERVIEW

- NASSAU COUNTY IS DESIGNATED AS THE RECIPIENT FOR RYAN WHITE AND MAI FUNDS IN THE NASSAU-SUFFOLK EMA THROUGH AN INTERGOVERNMENTAL AGREEMENT (IGA) BETWEEN NASSAU AND SUFFOLK COUNTIES. THE AGENCY THAT IS SPECIFICALLY RESPONSIBLE FOR ADMINISTRATION OF PART A WITHIN THE COUNTY IS THE NASSAU COUNTY DEPARTMENT OF HEALTH (NCDOH). THE NASSAU COUNTY HEALTH COMMISSIONER SERVES AS THE OFFICIAL DESIGNEE FOR THE PROCESSING OF RYAN WHITE PART A/MAI FUNDS.
- THE IGA BETWEEN NASSAU AND SUFFOLK COUNTIES OUTLINES HOW FUNDS WILL BE DISTRIBUTED IN THE REGION AS WELL AS THE PROCESS FOR SELECTING REVIEW COMMITTEE MEMBERS FOR THE REQUEST FOR PROPOSAL PROCESS (RFP).
- MANY OF THE ADMINISTRATIVE FUNCTIONS OF THE RYAN WHITE PART A GRANT ARE SUBCONTRACTED BY THE GRANTEE TO A TECHNICAL SUPPORT AGENCY (TSA).

KEY FACTS ABOUT RYAN WHITE PART A

- **Ryan White is the payer of last resort.**
- Ryan White uses a medical model with a major focus on core medical services:
 - **75% of service funds must be spent on Core medical services**
 - **Up to 25% of service funds may be spent on Support services** that contribute to positive clinical outcomes (unless a the EMA has an approved waiver).
- Increased focus on getting people into primary medical care, keeping them in care and viral load suppression.
- The term unmet need = need for primary health care among PWH who know they are HIV+ & are not receiving HIV-related primary care. Pay attention to targeted populations (pg. 6) and priority specific focuses.

PRIORITY PROCESS

- ALL NEW PRIORITIES ARE COMPETITIVELY BID THROUGH AN RFP (**REQUEST FOR PROPOSAL**) PROCESS.
- CONTINUING PRIORITIES ARE COMPETITIVELY RE-BID EVERY 3-4 YEARS.
- RW PART A CONTRACT YEAR IS MARCH 1 AND ENDS ON FEBRUARY 28
- AGENCIES AWARDED THROUGH THIS PROCESS WILL HAVE A MULTI-YEAR CONTRACT STARTING 3/1/23 AND ENDING 2/28/26.
- FINAL FUNDING AMOUNTS ARE DETERMINED BY THE REGION'S ACTUAL AWARD AS WELL AS THE COUNCIL'S PSRA PROCESS

PRIORITY AREAS AND AMOUNTS

PRIORITY	RFP DOLLARS AVAILABLE
Early Intervention Services (EIS)	\$247,102
Emergency Financial Assistance (EFA)	\$125,688
Medical Case Management (MCM)	\$1,799,853
Medical Nutrition Therapy (MNT)	\$253,513
Medical Transportation (MT)	\$615,095
Mental Health (MH)	\$1,002,336
Oral Health Services (OH)	\$307,775
Other Professional Services- Legal	\$635,414
Outpatient Ambulatory Health Services (OAHS)	\$14,768
TOTAL FUNDS AVAILABLE IN REGION	\$ 5,046,713



RYAN WHITE CLIENT ELIGIBILITY

There are eligibility guidelines under Part A programs.

1. PROOF OF STATUS

- HIV status must be verified

2. PROOF OF RESIDENCY

- Clients must live in Nassau or Suffolk County

3. PROOF OF INCOME

- The region uses 435% of the federal poverty level

4. PROOF OF INSURANCE

- The type of private health insurance, Medicaid, Medicare or other source.
ADAP may cover medical care but it is not a form of insurance.

*In addition to general eligibility some priorities have their own priority specific eligibility.

IMPORTANT ITEMS TO REMEMBER

Read the instructions carefully. Pay attention to details.

- **Type of applicant:** Single County or Bi-County submission
- **Submission:** Due date, instructions for naming (Appendix A)
- **Font size:** 12 point font, Double Spaced- Project Narrative, Limit of 12 pages (see pg. 11)
- **Review the components:** the service be provided, the target population, and geographic location. The goal is to keep individuals in primary medical care. Are similar services offered in the County? What outcomes will you track to link/maintain person in care?
- **HRSA Definitions** – read the definition for the priority(ies) you are applying for and pay special attention to the section in the RFP which lists service goals, standards and measures.
- **Planning Council Directives-** pg. 10 of the application outlines expectations of the Council for all funded Ryan White Programs. Strong applications will address these expectations.

BUDGET INFORMATION

Do's and Don'ts

Review the budget instructions.

Make sure to use the Excel Budget form provided with the RFP.

Check your math.

There should be a clear methodology for all allocations. Costs must be allowable, allocable, and reasonable.

Personnel listed in the RFP narrative should match the budget section. Pay attention to percentage of effort and FTEs.

Equipment requests should be proportional to the budget and FTEs.

Subcontracted items should be clearly explained, especially personnel positions or fee schedules.

Administrative costs are capped at 10% (includes both direct and indirect costs)

If your RFP is approved you must be registered at SAM.gov

PROPOSAL CHECKLIST

- ATTACHMENT 1: COVER PAGE
- ATTACHMENT 2: AGENCY INFORMATION
- ATTACHMENT 3: ESTIMATED CLIENTS TO BE SERVED FROM HIGH NEED AREAS
- PROJECT NARRATIVE: SECTIONS I-V OF PROPOSAL CONTENT
- ATTACHMENT 4: TABLE OF SERVICE LINKAGES AND MOAS
- ATTACHMENT 5: BUDGET – EXCEL SPREADSHEET (CONSISTS OF MULTIPLE TABS)
- ATTACHMENT 6: LETTER OF COMMITMENT FROM THE EXECUTIVE DIRECTOR OR CEO
- ATTACHMENT 6.A: LETTER OF COMMITMENT FROM THE BOARD OF DIRECTORS
- ATTACHMENT 7: AGENCY ORGANIZATIONAL CHART
- ATTACHMENT 8: PROOF OF AGENCY'S 501(C)(3) STATUS
- ATTACHMENT 9: MOST RECENT AUDITED FINANCIAL STATEMENTS
- ATTACHMENT 10: ALL BI-DIRECTIONAL SERVICE LINKAGE AGREEMENTS AND MOAS
- ATTACHMENT 11: JOB DESCRIPTIONS OF ALL STAFF POSITIONS IDENTIFIED IN THE PROGRAM DESIGN AND ON THE PERSONNEL PAGE OF THE BUDGET.



IMPORTANT DATES

	Due Date	Notes:
Written Questions	November 16, 2022 by 5pm	Send to: ryanwhiterfp@unitedwayli.org
Responses to Questions Posted	November 18, 2022 by 5pm	To be posted on United Way's website www.unitedwayli.org/RW20232026
Letters of Intent Due	November 21, 2022 by 5pm	Send to: ryanwhiterfp@unitedwayli.org *One letter per priority
Proposals Due	January 13, 2023 by 5pm	Send to: ryanwhiterfp@unitedwayli.org *Submit a separate application for each priority