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THE BIDDER'S CONFERENCE HELD FOR

RFP 2010-04

RESIDENTIAL STABILIZATION PROGRAMS

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HELD AT: NYS Division of Parole  
97 Central Avenue  
Albany, New York

October 21, 2010, at 1:00 p.m.

REPORTER: DURR COURT REPORTING  
ANN MARIE TESTA, Hearing Reporter  
(315) 735-7429

1                   MR. NESICH: I want to welcome everybody to the Bidder's Conference for  
2 request for Proposal 2010-04. Let me tell you how we are going to proceed, the things  
3 that we are going to cover, what the process is, what we hope to accomplish in this  
4 Bidder's Conference.

5                   First let's do introductions. I think what we'll do is start with our guests  
6 today and why don't we start with Region 3 and then Region 5 and then the programs that  
7 are here today at Region 4 and then we'll do the parole people.

8                   MR. SINGLETON: Can you hear me?

9                   MR. NESICH: Yes.

10                  MR. SINGLETON: I am Fred Z. Singleton representing the Society of  
11 St. Vincent DePaul Dismas House in Region 3.

12                  MR. GONZALEZ: Carl Gonzalez, Shepard's Flock Transitional House  
13 Program in Yonker's, New York.

14                  MR. McCONAGHY: Robert McConaghy, Westhab.

15                  MR. FERGUSON: James Ferguson, Parole Board.

16                  MR. RHODES: Parole Officer Monty Rhodes, New Rochelle area office.

17                  MR. SMITH: Bob Smith, Downstate Director Re-Entry.

18                  MS. ENRIGHT: Ana Enright, Parole Officer Re-Entry Service Regional  
19 Manager.

20                  MR. NESICH: Okay.

21                  MR. SMITH: We'll go here in Region 5. Van Smith, Recovery House of  
22 Rochester.

23                  MS. GROSS: Alyssa Gross, Saving Grace Ministries.

24                  MS. PARTNEL: Sally Partnel, Catholic Family Center.

25                  MR. IACUCCI: Michael Iacucci, Parole Division Region 5.

1 MS. HAYES: Karen Hayes, Parole Officer Region 5.

2 MR. NESICH: Welcome everybody. Now with us here in Albany.

3 MR. LYNCH: I am Martin Lynch, Project Move.

4 MS. MALONE: Linda Malone, Poughkeepsie New York, Hudson River  
5 Housing.

6 MS. HINES: Christa Hines, Hudson River Housing.

7 MS. NURALDIN: Hashim Nuraldin, Altamont Program.

8 MS. GENTILE: Jackie Gentile, Altamont Program.

9 MR. FERSTROM: David Ferstrom, Marantha Human Services.

10 MS. PERROTTY: Melissa Perrotty, Director of Budget and Audit Parole.

11 MS. FARLEY: Barbara Farley, Parole Administrator.

12 MS. KILEY: Kathy Kiley, Counsel's office.

13 MS. FITZMAURICE: Pat Fitzmaurice, Parole Director of Upstate.

14 MS. SEWARD: Vanda Seward, Upstate Regional Services Parole.

15 MR. FRALEY: Ed Fraley with Parole Re-Entry Services.

16 MS. BARHOLD: Marie Barhold, Director of Finance Division of Parole.

17 MR. KNUTH: Rick Knuth, Parole Re-Entry.

18 MS. BRYANS: Sara Bryans, Parole.

19 MS. HENRIQUEZ: Marla Henriquez, Parole.

20 MS. BAILEY: Lucretia Bailey, Parole.

21 MR. NESICH: And I am Jeff Nesich, Chief Financial Officer. Just to  
22 include in the introduction, what I want to explain to everyone who is here, we have a lot  
23 of parole people here because the management of our contracts and the importance of our  
24 contracts is all very critical and we have all the representatives that work in that area.  
25 Obviously re-entry State wide, they are the units and organizations that procure these

1 services and use these services.

2 You also have our finance contract management. You have people from  
3 operations, people from Counsel's office. So, we brought everyone together here. And  
4 also you have the Regions, as well as here with Ed Fraley, the Director of Re-Entry  
5 Services, the person who will be responsible for the services being delivered and  
6 management on a daily basis. We like to bring a lot of people to these conferences so we  
7 can answer all of these questions so you get a feel of what we want and who we are.

8 The purpose of a Bidder's Conference, some of you have been to a Bidder's  
9 Conference and if you have this might be a little different, unless you have been to some  
10 of ours, we follow the letter of the process strictly. That means that the Bidder's  
11 Conference is held and we explain to the best we can what we need, what we want. It is  
12 not to get bogged down in discussions why we want it or why we need that. Those  
13 decisions have already been made. It is not to be adversarial or cut you off, but in the  
14 limited time that we have it is much more important that you know what we want then  
15 you know why we want it.

16 There is a lot of things in this document, there is a lot of requirements, lot of  
17 micro requirements, how big the holes have to be specific with building codes and  
18 specific requirements with treatment and referrals and things of that sort. We'll try our  
19 best to police that process so we can in the time that we have get all of you, all your  
20 questions that we have to answer, that is a critical thing. You have to know what we are  
21 looking for, it is our obligation to help you interpret this document to give you the  
22 opportunity to make the best bid that you can make.

23 I normally don't address any technical specification aspect in the RFP,  
24 Vanda is going to talk a little programatic, things that we are looking for, importance of  
25 this program in general. You know we had to do an amendment to the RFP this week, I

1 suffice to say that the amendment reflects some detailed discussion with State Control  
2 agencies about how this RFP would proceed and about how the evaluation process would  
3 proceed. Certainly we apologize for any inconvenience or for any changes that might  
4 cause you some difficulty, however what the RFP seeks to do is provide a service to every  
5 medium or large size county in the State and that is why the changes were made with that  
6 objective. That is the amendment that we made and you certainly should follow those  
7 amendments and any questions about them we'll answer now.

8 The good stuff, the important stuff, now I am going to share with you a few  
9 horror stories and if I don't share the horror stories what I tell you would not resonate.  
10 You think they won't do that, but we have to follow the State Finance Law. The State  
11 Finance Law, it provides for a complete level playing field, that means that nobody can  
12 get advantage over anybody else and we make sure that happens.

13 There is a number of things that you have to follow. One is the specific  
14 process of asking questions and getting questions answered. You should not talk to  
15 anybody but to, I believe it is Contractor Management Unit you send your questions to.  
16 They will fare out who has to answer them and get back to you. The reason we do that is  
17 not to provide less information, the reason we do that is to protect you. You could have a  
18 conversation with anybody, including myself, and maybe you get the wrong answer and  
19 there is nothing that we can do. We make sure that all the questions go to one place and  
20 then the answer too. October 28th is the deadline for questions, I believe, that is within a  
21 day or so. They will be available on the web site as well as the transcript -- as well as this  
22 transcript, so everybody has all the information, everybody will have all the questions and  
23 all the answers, even if you didn't request anything else.

24 The other thing that is extremely important is our evaluation process is two  
25 stages. The first stage, I cannot stress to you how important the first stage is. Couple of

1 things. Your proposal has to be here on time. If some of you have been to a Bidder's  
2 Conference before you have heard this litany and it has not changed in fifteen years, but if  
3 you are a minute late, we cannot take your proposal. If we take yours, we have to take  
4 someone else's. We have a situation where a vendor went to Fed Ex, Fed Ex had an  
5 accident, they call and say it is not our fault. It is yours. We cannot extend that extension  
6 formally to anybody. We do have people sometimes that don't trust anybody, they drive it  
7 themselves. They get it stamped by our person Rolando, he will note stamp in the time.  
8 At the deadline one of us will be downstairs with him clocking them in.

9           Everyone seen the movie The Graduate? I've seen the equivalent where  
10 Dustin Hoffman employs a young woman who is afraid that she is going to be fired  
11 because she is going to be a minute late and she had a cup of coffee in her hand and that  
12 coffee caused her to be late. We cannot even open it or look at that file because they are  
13 late. Please don't be late.

14           Second thing is find the most meticulous person in your organization, find a  
15 person to find, if there is a dot missing in one-hundred pages find a person that will find  
16 that missing dot. We have to comply, and it is a rigid standard, to the proposal, and they  
17 cannot go to the second phase, which is the scoring phase. Everything was perfect in this  
18 major organization, all ten copies showed that they were signed by the Chief Executive  
19 Officer of the agency, however the original was not signed. We had to reject that  
20 proposal. If you send us one less copy, we have to reject it. So it is one of those things, it  
21 is like a term paper that you have the really nasty professor, you can't check it enough,  
22 but check it, check it, it is to protect you but it is also to protect us.

23           We need good programs, we need good partners. It is a proposal that is  
24 good for the Division of Parole. We won't know it is good if you are late because we  
25 can't open it. We won't know if you dotted every I, crossed every T, that is done by the

1 Contract Management people, I don't see it. Vanda doesn't see it, nobody sees it. You  
2 can send a proposal that says it is perfect, not only will you not charge for it but give us a  
3 million dollars for the pleasure, but if you miss one little thing that is required we have to  
4 reject it. So really pay attention to those things, I am speaking to experience of throwing  
5 out a number of good proposals over the years.

6 Lastly before I turn it over to Vanda, we have a process for the Division of  
7 Parole for an agency that doesn't have a lot of resources. We do the procurement process  
8 as well as anybody in the state of New York. We have complete protection against any  
9 outside influence, that is why all the questions go to one place. When the bids come in, I  
10 will not know who presented a bid for this proposal, nor will Vanda. There will be an  
11 evaluation team of people, they will do the evaluation. The first I will know who is being  
12 recommended for an award is when the recommendation comes to me and I will look at  
13 the procurement record and will consult with Counsel's office and make the decision.  
14 That is when the Executive Director and Chairwoman will be notified once a contract is  
15 in place.

16 There are contract managers in each Region, Mr. Fraley, Mr. Iacucci, and  
17 Ms. Enright, but it sounds so formal, I don't think I ever called you Mr. Fraley, but they  
18 do an excellent job with the programs and being liaisons with things coming up with  
19 budget and finance. If we do an audit, that work is as a partnership, we are looking to  
20 correct things, if need be, as partners not as vendor adversarial. This is an important  
21 partnership and relationship.

22 I will turn it over to Vanda and then go to questions. What we learned over  
23 the years is it is very important to have a lot of time for questions and there is some  
24 subjects that we might move into that might take ten, fifteen minutes. Ask everything  
25 that you need to. I will turn it over to Vanda and then go to everybody's questions.

1 MS. SEWARD: Good afternoon all. I think that one of the primary things  
2 is I just need everyone to understand that stabilization programs are very important when  
3 we talk about connecting individuals to housing who are formally incarcerated under  
4 parole supervision. I think outside of all of the other criteria that you are being asked to  
5 adhere to I really want everybody to pay attention to Attachment B because Attachment B  
6 really tells you what we are looking for in reference to policy and procedures and in  
7 reference to participation in meeting with the Division of Parole if you are awarded the  
8 grant, because you won't know what is going on in the Division and what is happening  
9 with our policies and procedures if you don't keep an open line of communication with  
10 us.

11 I think the other thing that is very important is for you to understand that  
12 field parole staff must have access to these residential stabilization programs, you cannot  
13 lock the door and say we are not allowed in. I think you have to understand that you  
14 know that you have to make sure there is adequate personnel to address the multiple  
15 needs that come with this population, that your staffing pattern reflects the population  
16 that you are servicing and people that you are hiring, people that have credentials to deal  
17 with the day-to-day concerns that this population presents.

18 I think that the other thing that is very important is for you to establish a  
19 relationship with the contract manager in each region, they are the ones you submit  
20 records to and are doing the site compliance. I think that is essential that you do that.

21 I want to make sure that everybody understands that when you look at the  
22 client groups, really understand that when we select these client groups, these client  
23 groups were selected based upon our needs, it was not something based upon a pie in the  
24 sky of we want a couple of these, couple of those. We based this client group based on  
25 the needs of each region. We really want each region to service a mosaic of clients under

1 one roof. Highlight what you really service, what your expertise is. Don't highlight  
2 population you know that you are not equipped to deal with, it will become a problem  
3 when we talk about surrounding people with services and understanding why people may  
4 not be staying in your residence for the ninety days or however long your program  
5 dynamic is. It is about appropriately being able to match the individuals to the services  
6 that you provide, not to give them a roof over their head and nothing else.

7 I think that is pretty much it. I don't want to go through the whole RFP, I  
8 am sure most of you already read it and I am ready for the questions.

9 MR. NESICH: Before we go to the questions, I want to explain something  
10 to you. This document is a very literal document, which means that what we say here is  
11 not subject to gray area interpretation. So when we answer your questions, we are  
12 answering it based upon what we say in the document. We can't change that without  
13 clarifying, amending the RFP. So the answers are not opinions, we just need to interpret  
14 what we say here. If we say that something is not allowed, it is not allowed. If we don't  
15 say something is not allowed, then we can't make it up after the fact, we have to stick to  
16 this. And Counsel's representative Ms. Kiley over there, she may seem kind but she can  
17 really get angry if we start playing lawyers.

18 Why don't we start with questions from Region 3 and then Region 5 and  
19 then Region 4 and go back, keep working through. And again for everyone in attendance  
20 the transcript of this conference will be on line so you don't have to take copious notes,  
21 unless you'd like to.

22 First open it up with question from Region 3?

23 MR. McCONAGHY: I have a question coming up with what qualifies as a  
24 clinically competent counselor or case manager to conduct needs assessments,  
25 stabilization planning, referral, follow up and counseling, is it educational background or

1 some other form of certification?

2 MR. NESICH: First of all, let me apologize, sir, if you could state your  
3 name first for the Reporter so we have the transcript?

4 MR. McCONAGHY: Robert McConaghy, Westhab.

5 MR. NESICH: And also it is important, if you are referring to something  
6 specific in the RFP if you can tell us the page, that will enable us to go to exactly what  
7 you are looking at.

8 MR. McCONAGHY: Yes. Attachment B Page 7, I believe regarding case  
9 manager and counselor qualifications, that the proposal shall provide clinically competent  
10 counselor or case manager, I am wondering what the certification would be that would  
11 allow someone to be clinically competent? May not be Page 7, hold on. Sorry, Page 2,  
12 Personnel, Paragraph 1.

13 MR. NESICH: Yes. When we say something like that and it is not defined,  
14 what that means is that we are going to use our judgment in the evaluation process.  
15 When you talk about your program, you talk about your staff, you talk about your  
16 experiences. So that is not something that has a numerical black and white thing you  
17 need this degree or that certification or that certification, it is a judgment that we make  
18 based on the certification.

19 I will turn it over to Vanda to give an idea what that individual may or may  
20 not look like.

21 MS. SEWARD: If you are an OASIS funded program or OMH funded  
22 program, you should use that spec to make sure that your staff is clinically competent to  
23 do an assessment. I don't think we want to deviate past whatever the staff regulations  
24 may be. When you are talking about hiring counselors or case managers, I think the term  
25 clinically competent alone shows you in another arena, that says we need a little bit more

1 than someone that is doing filling out forms and answering questions. We are looking for  
2 someone that can make an assessment and must assess the people, has to have some  
3 training. Even if a person does not have a Bachelor's degree, there needs to be extensive  
4 employment background that justifies this person's clinical competence to make sure that  
5 this person is suitable for your program.

6 MR. NESICH: At the end of the conference the Region who has the most  
7 potential questions will receive a specific award, it won't be a contract but it will be  
8 something. That is a joke by the way, for the record.

9 Questions from Region 5?

10 MS. PARTNEL: Sally Partnel from Catholic Family Center. On Page 8  
11 Item Number I, it says the Contractor will agree to cooperate with the NYS Division of  
12 Parole to develop and implement a DOP approved cognitive program for all residents,  
13 what is a cognitive program, what do you mean?

14 MS. SEWARD: What page?

15 MS. PARTNEL: Page 8 of Attachment B, Program Item I.

16 MR. NESICH: Again, before Vanda or Pat takes the answer, again these  
17 kinds of requirements, and a good question to ask, but it is not a black or white answer, so  
18 it will be you explicit through your staff or your summary or your experience that you  
19 have that ability, that you have resources, you have an understanding in terms of  
20 cognitive programming and how it fits into the whole scheme of treatment.

21 I don't know which one of you guys would like to answer that.

22 MS. SEWARD: When we talk about cognitive programming, one of the big  
23 pushes right now is dealing with people who were formerly incarcerated, cognitive  
24 behavior therapy. Cognitive programming, getting people to change their thinking,  
25 getting to be able to change their thinking process before they act, before implying these

1 acts. Our quest is not only these programs, we are going to give grants to provide  
2 housing, what you were providing, some concrete services to go with it. We have a  
3 population that we need to change their thinking. There is a lot of literature out there that  
4 talks about cognitive programming, it would behoove of us to make sure that we are  
5 putting people in a place that this is going to be an added addition to their transition  
6 process, not just a place to live and then we have to send them elsewhere to do a host of  
7 everything else, we want a little more in this RFP other than a place to live.

8 MS. PARTNEL: Thank you.

9 MR. NESICH: Region 4?

10 MS. GENTILE: Jackie Gentile from the Altamont Program. Typically you  
11 identify single or double space, in the past you required double spacing, Page 11 you  
12 don't really specify. I am assuming single space on proposal submissions, single or  
13 double space?

14 MS. SEWARD: What page?

15 MS. GENTILE: Page 11.

16 MS. FARLEY: We do in another section of the document, it does specify  
17 double space.

18 MS. GENTILE: I looked and I didn't see it.

19 MR. NESICH: I thought it did as well as I was looking at that earlier, I  
20 thought it might be in Attachment C. Just so you know if we do not say to do double, you  
21 can do single space, unless we do an amendment, because we can't make it up. You are  
22 the winner in stumping the chump.

23 MS. GENTILE: Is there a prize?

24 MR. NESICH: The chump is not giving up prizes. Why don't we do this,  
25 we'll move to the next question and find where it is referenced. If it is not referenced,

1 what we'll do is make that decision fairly quickly, maybe even today, if we are going to  
2 amend it or not. We'll move on.

3 Let's go to Region 3, I believe.

4 MR. GONZALEZ: Carl Gonzalez. Attachment B regarding the intake. As  
5 you know the Department of Social Services and probation have what is called an ILP,  
6 we have an intake given by probation or follow up intake as the State does with any State  
7 funding, initial intake and follow up with the client or recipient.

8 MS. FITZMAURICE: What page did you say, sir?

9 MR. GONZALEZ: Page 9 Attachment B regarding the Intake and  
10 Individual Program Planning and Progress. Should I repeat the question again?

11 MR. NESICH: Give us the paragraph?

12 MR. GONZALEZ: It includes the Intake, which is 2 and 3.

13 MR. NESICH: 2A, you are talking about the whole section. So what we  
14 do, your question was you had referenced -- state your question again, I am sorry?

15 MR. GONZALEZ: My question was and is now is the Department of  
16 Social Services, when we do initial intake and do the progress report for the ILP and  
17 customer responsibility form, will the Department of Parole give us their standards or  
18 continue to follow the State standards for an ILP, an Independent Living Plan?

19 MS. SEWARD: When we talk about intake, I think whatever intake forms  
20 that you use right now. I don't see a problem with you using the same forms, you just  
21 need to make sure that that form is now printed out and put in a folder so when we do an  
22 audit and we want to know what is going on with the person that we have a hard copy  
23 that we can refer to. We don't use the data base that you are using, we don't have access  
24 to that, that is why you would need to print it out and make sure that it is in the folder so  
25 if we need to review it we can get a glimpse of any intake as well as any supporting

1 documentation.

2 MR. GONZALEZ: That means that the customer responsibility will be  
3 passed on, what the parole officer gives us in order for the parolee to comply, right?

4 MS. SEWARD: I don't understand your question, because the parole officer  
5 will be giving the parolee their conditions. You are the treatment provider, if this is the  
6 prospective you are coming from, if you are the treatment provider you should be doing  
7 the assessment and giving us a report what the needs are for this individual. Our  
8 conditions are very broad, our conditions do not specify clinical mandates, you should be  
9 telling us what your recommendation is after you do the assessment.

10 MR. GONZALEZ: Thank you.

11 MR. NESICH: You are welcome.

12 MR. FRALEY: I want to add to that. Formally parole, they will give you  
13 some information that you can glean from. It is not clinical type of information, but it is  
14 enough background to give you a starting place to go from. And I agree with  
15 Ms. Seward, that what you have now certainly can be discussed with a contract manager,  
16 if you were to be granted an award, and we can kind of go back and forth on what might  
17 need to be changed or augmented or removed from that, but I think what you have now is  
18 probably a good starting place.

19 MR. NESICH: I think we are into Region 4 right here in Albany -- let's go  
20 to Region 5.

21 MR. IACUCCI: We don't have a question now.

22 MR. NESICH: Region 4?

23 MS. GENTILE: Jackie Gentile with the Altamont Program. Within the  
24 RFP you make reference to your policy and procedure manual and residence handbook if  
25 you have one, do you want to see that as an attachment or you don't care?

1 MR. NESICH: We do not ask for it as a formal attachment. Obviously  
2 upon contract award and all those discussions, but we don't need to see that.

3 MS. FITZMAURICE: If I could add to that. What we have done in the past  
4 is we'll do a site visit and it would have to be available at that point in time and then we  
5 would take a look at it.

6 MR. NESICH: Let's go back to Region 3, we'll give Region 5 a little more  
7 time. Mike is going to come up with a question one way or another.

8 MR. McCONAGHY: We have another question from Region 3.  
9 Attachment B, Page 5, Item S.

10 MR. NESICH: S as in Sam?

11 MR. McCONAGHY: Yes, Item S, as to the proper dietary and nutrition  
12 capability. Are you expecting congregate meals or if we have a certified kitchen that  
13 meets all codes that they are allowed to prepare their own food?

14 MR. NESICH: We specifically don't specify one or the other. You can  
15 propose either option as long as it meets established nutrition dietary requirements, which  
16 that is the kind of thing that mostly gets sorted out on-site visits and things like that.

17 MS. SEWARD: If you have cooking accessibility, that is different than  
18 providing congregate meals. I think when you write up your paperwork you will specify  
19 which one you have, if any.

20 MR. NESICH: And also if it is a kitchen where people can make meals, if  
21 they are going to have food provided, it is different than you are going to get their own  
22 food. The expectation is they are going to have food there, don't bring in any food that  
23 comes in a bucket. I had to get it in, no food in a bucket, that is all we ask.

24 MR. McCONAGHY: Thank you.

25 MR. NESICH: Region 5?

1 MR. IACUCCI: Go ahead, Van. We had to dig, but we got one.

2 MR. SMITH: Just to kind of build on the question that is on the floor. Can  
3 the people prepare meals in the variety of their life field?

4 MS. SEWARD: If that is what your program offers, that is fine. We are not  
5 specifying that they need to cook, we are not specifying that you are going to provide  
6 meals, we need to know whether it is an independent activity or group activity or not an  
7 activity, they just come and sit down and eat. We are not looking for anything in  
8 particular, we want to know what your organization provides or does not provide.

9 MR. NESICH: I think we now go back to Albany Region 4.

10 MS. GENTILE: Jackie Gentile with the Altamont Program. Regarding  
11 references, I would assume that you want us to exclude parole as a reference, if you are a  
12 current contractor can parole be used as a reference?

13 MR. NESICH: We would certainly prefer you not. What it does is put a  
14 parole employee in the position of perhaps compromising themselves. We are looking  
15 obviously at a lot of this stuff. What is the best reference that you could have. Clearly a  
16 program that you have been running for someone other than us. The reality is if you are a  
17 program that we are familiar with, then we have a certain familiarity with them. If we are  
18 not familiar with you -- if we are not familiar with you, certainly an entity that you have  
19 been running a program for is certainly useful.

20 You have given an opportunity for Mike to catch up with one question.

21 MR. IACUCCI: We are back.

22 MS. PARTNEL: Sally Partnel, Catholic Family Center. Trying to get  
23 clarity on, I think it is Attachment C, and I am looking at Page 4 about your Third-Party  
24 Revenue Projection Guidelines, just trying to get some clarity. I am looking at B,  
25 Number 1, it says something about when you project your third-party revenue you must

1 include the third-party revenue to bring you up to, if a program's total expense equals  
2 \$100,000 and the program projects to receive \$25,000, can you explain a little bit more  
3 on that?

4 MS. SEWARD: Get the third-party revenue.

5 MS. PARTNEL: And also in Number 2 says parolees cannot be required to  
6 contribute toward your program costs, what if you get them on SSI they won't be able to  
7 contribute, they are no longer eligible for entitlement?

8 MS. SEWARD: To answer the second part of that question, that is program  
9 cost, contract with proposal. They charge the parolee and we won't accept that as a  
10 third-party revenue to offset any cost of the program. SSI benefits, that is separate, that is  
11 not a factor, you cannot get that into the contract.

12 MS. PARTNEL: Right. Okay. Can you explain 1 in a little more detail?

13 MS. PERROTTY: Essentially what that is saying, if the program itself is  
14 providing services at \$100,000 and you receive third-party revenue of about \$25,000 your  
15 cost to parole is \$75,000, so when you submit your proposal that third-party revenue will  
16 factor in, the total cost to parole is \$75,000. The cost that we are scheduling your  
17 proposal is, if it is 100,000 less the third party equals the total cost to parole and that is  
18 what your score is based on.

19 MR. NESICH: Next question would be Region 4.

20 MS. GENTILE: Jackie Gentile, Altamont Program. I don't know if this is  
21 more of a comment than a question regarding third-party reimbursement with lower  
22 numbers. It is more expensive to operate a program county wide with regards to  
23 third-party food stamps, which is a Federal program. In the past we were able to access  
24 Food Stamps and I think in order for the counties to do more friendly intercounty  
25 application, parole is picking up room and board, these are one-hundred percent

1 reimbursable, I think now in this climate that parole has to advocate with the counties  
2 that this is not one-hundred percent reimbursed and they need to provide us with Food  
3 Stamps.

4 MR. NESICH: I think that is more of a comment than a question. We  
5 recognize with your success and your participation in, it is local government and  
6 cooperation with State and local entities in that area. They are our parolees, they are  
7 county residents, county and state organizations that are funded to help people with  
8 substance abuse program, people that are homeless, and bring all those people to the  
9 table, and Pat and Vanda, bring a lot of people to the table with that.

10 MS. ENRIGHT: Ana Enright, Region 3. Getting back to the region  
11 question, parolee contribution and SSI. When someone is DSS eligible the program is  
12 typically able to get third-party funding from local county DSS. However, if someone is  
13 on SSI there is no third-party reimbursement to the program. We want to make sure that  
14 the program is not able to charge them, the parolee. You have to contribute \$10, \$20 a  
15 month for DSS funding because the program is not entitled to get SSI.

16 MR. NESICH: Yes, exactly.

17 MS. ENRIGHT: So is that correct?

18 MR. NESICH: You cannot collect any money for the parolees.

19 MR. IACUCCI: I think we are good here.

20 MR. NESICH: Nothing Region 3? Nothing Region 5. Anything else from  
21 Region 4? You know, like in past years there is still time between now and the 28th to  
22 put your questions in writing and all the questions will be on the web site and the  
23 transcript will be available.

24 We cannot do this without partnering with you guys. We recognize that we  
25 are in a horrible fiscal situation, there is not a lot of money around, but we need to partner

1 and we need to be as creative as possible. We hope that you submit good proposals, you  
2 will get them in on time, you will proof them fifty-five consecutive times, we want to  
3 make sure that they are as good as they can be. We want to make sure that you get a best  
4 shot in being awarded an award.

5 MS. ENRIGHT: We have a question here, Region 3 has a question.

6 MR. NESICH: Okay Region 3.

7 MS. ENRIGHT: From one of the agencies, go ahead.

8 MR. SINGLETON: Fred Singleton, Director for Dismas House Program  
9 under the Society of St. Vincent DePaul. When can we expect decision nay or yeah?

10 MR. NESICH: The proposals, I believe, are due on the 9th.

11 MR. SINGLETON: November 9th?

12 MR. NESICH: It is not locked in stone because we don't know how many  
13 we are going to get and people's questions and all kinds of unanticipated things.

14 MS. FARLEY: November 17th.

15 MR. NESICH: Around November 17th is when we are proposing to have  
16 the decision made.

17 MR. FRALEY: Ed Fraley, Division 4. I had a question about most of these  
18 question/statements, these are all five-bed contracts. I anticipate these five-bed contracts  
19 being larger programs, the staffing that we are asking for are for contract beds and these  
20 could be to oversee other people in the program, we are not asking for special staff.

21 MR. NESICH: It is not distinct, but the charges that have to be fully  
22 documented as to the percentage of time that a person spends in our program and other  
23 programs, it can be through direct allocation and subject to audit. If you do that, you  
24 have very good time records.

25 MR. IACUCCI: Not to be outdone by Region 3, but we have another

1 question.

2 MS. PARTNEL: Sally Partnel, Catholic Family Center. Again going to  
3 Attachment C, Pages 4 and 5 about start-up cost, how much money is allowable for  
4 start-up cost?

5 MR. NESICH: Anywhere from zero to ten million. If you ask for ten  
6 million, you are probably not getting an award. We don't cap it, you ask for the start-up  
7 cost that you need, but we do define start-up cost that we'll not consider, it is  
8 construction. Lower is better from a fiscal perspective. Not-for-profit will get advance of  
9 two months' cash, that is different. You provide a service for day one and get it billed day  
10 thirty and then get cash day fifty-five, you have to get mattresses, some blinds, things like  
11 that.

12 MS. PERROTTY: It is recouped, that means that you get the money but we  
13 have to take that back. It will basically be for two months. Whatever your cost is for a  
14 year, it will be two months.

15 MR. FRALEY: Ed Fraley from Region 4. What is the projected date we  
16 have to take participants into the program?

17 MR. NESICH: You have to be up and running January 1st.

18 MR. FRALEY: Have to be able to take clients on January 1st.

19 MR. NESICH: So that will ruin your New Year's Eve. Any other  
20 questions? Before we conclude let me conclude with this, we'll be deliberating on the  
21 single/double page issue, we'll be clarifying that one way or the other fairly soon and I  
22 believe that was the only outstanding question.

23 MS. FARLEY: Make sure all the sign-in sheets are filled in.

24 MR. NESICH: Going once, going twice. No one will win the award, it is a  
25 three-way tie. Thank you all very much, on behalf of the Chairwoman thank you and we

1 look forward to your proposals.

2 (Whereupon the conference concluded.)

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I, ANN MARIE TESTA, Court Reporter and Notary Public in and for the State of New York, do hereby certify that I attended the foregoing proceedings, took stenographic notes of the same, that the foregoing, consisting of 22 pages, is a true and correct copy of same and whole the thereof.

Dated: October 26, 2010

*AnnMarie Testa*

AnnMarie Testa