



## **RFP #25-32-PH – Opioid Settlement**

### **Addendum II**

#### **A. Informational Webinar Slide Deck**

#### **A. RFP #25-32-PH Opioid Settlement Informational Webinar Slide Deck**

PowerPoint Presentation slide deck from RFP #25-32-PH Opioid Settlement Informational Webinars on April 8, 2025, and April 9, 2025, is attached.

# RFP# 25-32-PH Opioid Settlement Informational Webinar

April 8, 2025

April 9, 2025

# Housekeeping

- Please mute your audio
- Put your name and organization in the chat box
- Please type your questions in chat box
- Slides will be posted on the website after all informational webinars are complete
- Responses to questions will be available as an addendum to the RFP after all informational webinars are complete
  - No sooner than April 30th
- RFP and the Budget template are available online:  
<https://www.cumberlandcountync.gov/departments/finance-group/finance-services/procurement/bids-notice>

# Dates to Remember

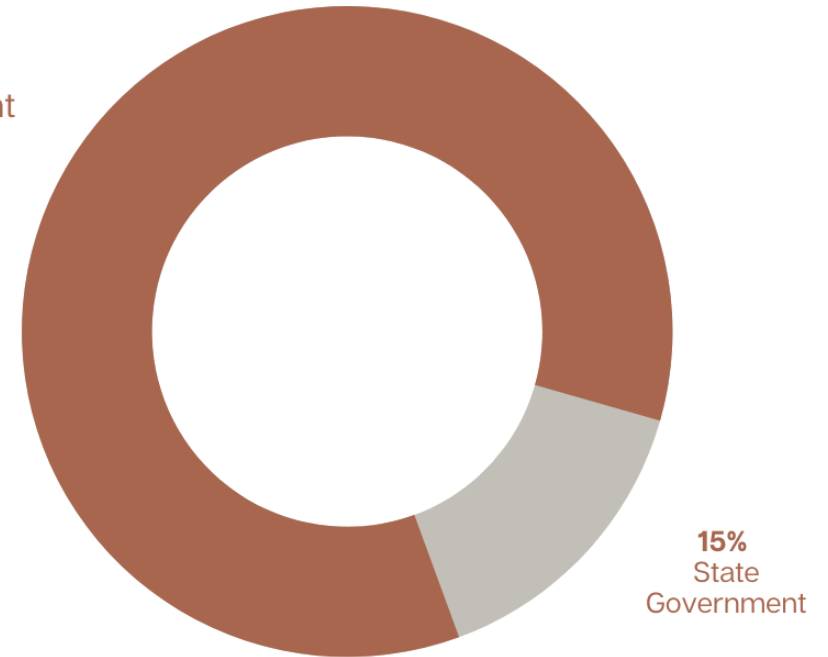
- Informational webinars are:
  - April 8, 2025 (3PM) and April 9, 2025 (10AM)
- Questions Due Date: April 25, 2025 at 2PM
- Proposals Due Date: May 30, 2025 at 2PM

# Opioid Settlement Funds Background

- \$50 billion agreement that will help communities harmed by the opioid epidemic
- A Memorandum of Agreement between the State and local government directs how opioid settlement funds are distributed
- 18 Year payment to Cumberland County government: \$31,613,831.42

85%

of NC settlement funds will go to counties and municipalities



# Opioid Settlement Funds

- MOA offers local governments two options:
  - **Option A:** a local government may fund one or more strategies from a shorter list of evidence-based, high impact strategies to address the epidemic
    - *Collaborative strategic planning is included*
  - **Option B:** a local government may fund one or more strategies from a longer list of strategies after engaging in a collaborative strategic planning process involving a diverse array of stakeholders
- **Local government approves the amount of funds for each strategy**

# Background

In November 2024, County Commissioners approved the utilization of \$4,000,000 to fund up to five multi-year (four-years) projects that align with Option A strategies (up to \$800,000 per project)

- Early intervention (Option A Strategy 6)
- Evidence-based addiction treatment for the uninsured and underinsured (Option A Strategy 2)
- Programs to support people in treatment and recovery (Option A Strategies 3, 4, 5, and 12)
  - Recovery support services (Strategy 3)
  - Recovery housing (Strategy 4)
  - Employment-related services (Strategy 5)
  - Reentry services (Strategy 12)
- Criminal justice diversion programs (Option A Strategy 10)

# Background

- Require multi-sector partnerships and collaboration at the organizational level between projects
- Representation from individuals with lived experience on the review panel
- <https://ncopioidsettlement.org/wp-content/uploads/2024/05/Exhibit-A-to-NC-MOA.pdf>

# Early Intervention

- Programs, services, or training to encourage early identification and intervention for children or adolescents who may be struggling with problematic use of drugs or mental health conditions
- Youth Mental Health First Aid, peer-based programs, or similar approaches.
- Training programs may target parents, family members, caregivers, teachers, school staff, peers, neighbors, health or human services professionals, or others in contact with children or adolescents.”

# Evidence-Based Addiction Treatment

- Consistent with the American Society of Addiction Medicine's National Practice Guideline for the Treatment of Opioid Use Disorder – including Medication-Assisted Treatment, approved by FDA
- Opioid Treatment Programs, qualified providers of Office-Based Opioid Treatment, Federally Qualified Health Centers, other community-based programs
- Capital expenditures for facilities that offer evidence-based treatment for OUD.
- If only a portion of a facility offers such treatment, then only that portion qualifies for funding, on a pro rata basis.

# Recovery Support Services

- Evidence-based recovery support services, peer support specialists or care navigators
- Social service offices, detention facilities, community-based organizations, or other settings
- Support people in treatment or recovery, or people who use drugs, in accessing addiction treatment, recovery support, harm reduction services, primary healthcare, or other services or supports they need to improve their health or well-being

# Recovery Housing

- Recovery housing support to people in treatment or recovery, or people who use drugs
- Assistance with rent, move-in deposits, or utilities
- Fund recovery housing programs that provide housing to individuals receiving Medication-Assisted Treatment for opioid use disorder

# Employment Related Services

- Employment support services to people in treatment or recovery, or people who use drugs
- Job training, job skills, job placement, interview coaching, resume review, professional attire, relevant courses at community colleges or vocational schools, transportation services or transportation vouchers to facilitate any of these activities, or similar services or supports

# Reentry Programs

- Support programs that connect incarcerated persons to addiction treatment, recovery support, harm reduction services, primary healthcare, or other services or supports they need upon release from jail or prison, or that provide any of these services or supports.

# Criminal Justice Diversion Programs

- Pre-arrest or post-arrest diversion programs, or pre-trial service programs, that connect individuals involved or at risk of becoming involved in the criminal justice system to addiction treatment, recovery support, harm reduction services, primary healthcare, prevention, or other services or supports they need, or that provide any of these services or supports.

# Resources

## Frequently Asked Questions on the MOA

- <https://www.morepowerfulinc.org/wp-content/uploads/2022/08/FAQ-about-the-NC-MOA-updated-August-2022.pdf>

## FAQs on Option A Strategies in the MOA

- <https://www.morepowerfulinc.org/wp-content/uploads/2022/08/FAQ-about-Option-A-Strategies-updated-August-2022.pdf>

## Strategy specific resources

- <https://ncopioidsettlement.org/strategy-resources/>

# Eligibility Criteria

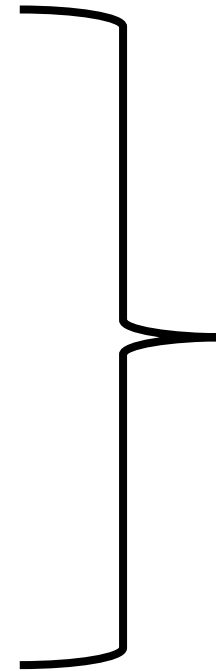
- Nonprofit organizations
- Governmental agencies
- Hospital systems
- Private behavioral health and mental health providers (including providers of Office-Based Opioid Treatment and Opioid Treatment Providers)
- Federal Qualified Health Centers
- Colleges, and universities, and K-12 schools, and other
- Community-based organizations

# Proposal and Project Criteria

- See full list of criteria on PG 8-10 of the RFP
- Be submitted as a joint application between a health care provider (behavioral health, mental health, substance use, physical health) and a least one community-based organization. **Each applicant should select a one primary applicant.**
- Identify and directly address a need related to reducing **opioid** overdoses and related deaths through treatment, recovery, harm reduction, and other life-saving programs
- Directly address health inequities, social determinants of health, and support equitable outcomes for the most impacted populations
- Utilize evidence-based practices
- Provide quarterly performance reporting
- Use the County's Budget Template
- Serve the residents of Cumberland County
- Proposals must be four-year projects
- A representative of funded agencies must attend monthly meetings of the Cumberland-Fayetteville Opioid Response Taskforce (3<sup>rd</sup> Tuesday of each month)
- Participate in all coordinated meetings with other funded agencies

# Proposal Requirements and Evaluation Criteria

- Option A Strategy (Required, not scored)
- Healthcare Provider and Community-Based Agency Partnership (5 points)
- Project Description and Implementation Plan (15 points)
- Statement of Need (10 points)
- Population Served (10 points)
- Evidence-Based Practices (10 points)
- Results/Goals and SMART Objectives (5 points)
- Evaluation (10 points)
- Equity Impact (10 points)
- Project Partners (5 points)
- Experience and Organizational Capacity (10 points)
- Letters of Commitment/Support (required, not scored)
- Budget Excel Sheet/Narrative and Budget Table (10 points)



Project Narrative

# Applicant Information

- Information for the Primary Applicant and Fiscal Agent
- Information for Partner Agency
- Points of contact and contact information
- Mission/Vision
- Total organization annual budget\*
- List of current funding from Cumberland County\*
- Not included in page limit

\*Determines extra points for each agency

# Healthcare Provider and Community-Based Agency Partnership (5 points)

- The funding opportunity requires a partnership between a healthcare (behavioral health, mental health, substance use, physical healthcare, etc.) provider and a community-based partner.
- Primary applicant must receive funding and disburse funds to secondary applicant
- Integrated services
- Describe existing partnership
- How will clients collaborate on the current project
- How clients will be connected to each agencies

# Project Description and Implementation Plan (15 points):

- What are you doing?
  - Description of the project
  - Identify and describe implementation strategies (which option A strategies)
  - Provide details on the role of each partnering organization
- How are you doing it?
  - Staffing
  - Location of services
  - Project timelines

# Need and Population Served

## Statement of Need (10 points)

- Why do you need the funds?
- What need will this project address
- Use relevant data sources
  - See RFP PG 11 for examples
- Cite your sources

## Population Served (10 points)

- Who are you serving?
- Eligibility criteria
- Demographic information of the target population
- How many people are you serving?

# Evidence-Based Practices (10 points)

- An evidence-based practice (EBP) refers to approaches to prevention, treatment, or recovery that are validated by a credible form of documented research evidence
- Describe the evidence-based practices that will be implemented
- Proposals addressing treatment must include evidence-based treatment approved the FDA
  - Methadone
  - Buprenorphine
  - Naltrexone (known by its brand name, Vivitrol®)

# Results and Evaluation

## Results/Goals and SMART Objectives (5 points)

- Provide at least one overarching goal
- Three SMART objectives
- Include baseline data, if available
- More information about development goals and SMART objectives:
  - <https://www.health.state.mn.us/communities/practice/resources/phqitoolbox/objectives.html>

## Evaluation Data (10 points)

- How will you collect the data?
- Which survey instruments/data collection tools will you use?
- Results-based accountability
  - How much did you do?"
  - How well did you do it?
  - Is anyone better off?
- Demographic information
- Quarterly reporting required
- Annual success stories are required

# Equity Impact and Project Partners

## Equity Impact (10 points)

- How does your project reach:
  - Historically marginalized populations
  - Meet the needs of uninsured and underinsured
- How will you address social determinants of health?

## Project Partners (5 points)

- List your community partner agencies and their role and contribution
- How will you make referrals?
- How will you collaborate with other agencies to assure coordination of services and avoid duplication?
- Engagement with Recovery Resource Center

# Experience and Organizational Capacity

## Organizational Capacity (10 points)

- What background, experience, and capabilities does your organization have to do the work?
- What resources do you have?
- What training and qualifications does your staff have?

## Letters of Commitment/Support (required, but not scored)

- Letters from relevant partner agencies
- If an agency has an integral role in the project, provide a letter of support
- Required, not scored

# Additional Points

- Up to 8 Additional Points
- Annual organizational budgets <\$1,000,000
  - 2 points for the primary applicant
  - 2 points for secondary applicant
- Agencies who have not previously received any county funds
  - 2 points for the primary applicant
  - 2 points for secondary applicant
- List ALL county funding sources

# Budget and Narrative

- **Must use Attachment C**
- Provide a detailed strategy budget for EACH strategy the proposal addresses
  - Use Attachment C as many times as needed
- Submit a four-year budget
- \$800,000 total
- Direct administrative costs are allowable
- Indirect administrative percentages are NOT allowable
- Include a narrative for each section on the Excel spreadsheet

# Budget and Narrative

## Cost items

- Personnel and fringe
  - Travel
  - Equipment
  - Material and supplies
  - Consultants (professional services)
  - Training and education
  - Additional cost items
- Complete EACH tab on the spreadsheet, summary tab will auto populate
  - A printed version of the budget and budget narrative with an authorized signature must be included with the hard copy, as well as the Excel version that must be submitted with the electronic copy.

# Budget Table Example

	Total Strategy Budget	% of Total Budget
Evidence-based addiction treatment	\$200,000	25%
Recovery support services	\$200,000	25%
Recovery housing support	\$200,000	25%
Employment related services	\$200,000	25%
Early intervention		
Criminal justice diversion programs		
Re-entry programs		
	\$800,000	100%

Table should align with EACH Attachment C (Four attachment C in this example)

\*Doesn't count toward page limit.

# Proposal Requirements and Evaluation Criteria

- Option A Strategy (Required, not scored)
- Healthcare Provider and Community-Based Agency Partnership (5 points)
- Project Description and Implementation Plan (15 points)
- Statement of Need (10 points)
- Population Served (10 points)
- Evidence-Based Practices (10 points)
- Results /Goals and SMART Objectives (5 points)
- Evaluation (10 points)
- Equity Impact (10 points)
- Project Partners (5 points)
- Experience and Organizational Capacity (10 points)
- Letters of Commitment/Support (required, not scored)
- Budget Excel Sheet/Narrative and Budget Table (10 points)



Project Narrative

# Submitting Your Proposal

- Applicant information for primary and secondary applicant
- Single spaced
- 12-point font
- No more than 10 pages
- Number pages
- Bold the section headers

# Submitting Your Proposal

- Due May 30, 2025 by 2:00 PM
- Submit one (1) signed, original executed proposal response, three (3) photocopies, and one (1) electronic copy on flash drive
- Submit your proposal in a sealed package. Mark your package with
  - Vendor name
  - RFP number
  - Due date
- Electronic copy should be in a PDF and Excel format
- Mailing address or delivery address, see PG 5

# Proposal Questions

- Questions are due April 25, 2025, at 2 pm
- Vendors should not contact any other County employees, besides those listed below, during the bid process.
- Posted in the form of an addendum to the Cumberland County Vendor Self Service Site
- Direct all inquiries to
  - Sophia Murnahan
  - Purchasing Manager
  - Email: [cumberlandpurchasing@cumberlandcountync.gov](mailto:cumberlandpurchasing@cumberlandcountync.gov)
  - Phone: 910-678-7743



# **CUMBERLAND** **COUNTY**

NORTH CAROLINA

**Department of Public Health**