

**STATE OF WASHINGTON**

**DEPARTMENT OF SOCIAL AND HEALTH SERVICES**

**PO Box 45811, Olympia WA 98504-5811**

DATE: March 21, 2025

TO: RFP #2513-869 Bidders

FROM: Caleb Clark, Solicitation Coordinator

DSHS Central Contracts and Legal Services

SUBJECT: Amendment No. 01 – Bidder’s Q & A

DSHS amends the RFP # 2513-869 procurement document to include:

* Bidder’s Questions and Answers

**Bidder’s Questions and Answers**

**RFP# 2513-869**

**Question #1:** I see the goal for participants is 600 over 5 years, how will this be broken down for annual goals?

**A:** This will likely depend on the successful employment service providers’ location and capacity. Some goals will be developed along with technical assistance team. Our experience tells us even if we break it down into annual goals, recruitment can be a challenge and it may evolve over time**.**

**Question #2:** If the award is split between two providers, will the goals differ for each region?

**A:** The number of participants may vary depending on a number of factors such as location, capacity and recruitment in that area. However, the larger grant goals will be the same for each region.

**Question #3:** How would the award be distributed if the goals differ?

**A:** We have $650,000 budget for employment services and work supports over the course of the project. The initial contract term runs through Sept 2026 (year 2 of grant) with a maximum of $200,000 allocated for contractual costs during that period. This amount will be split between successful bidders with the goal of enrolling 600 participants. The exact formula will depend on the bids we receive.

**Question #4:** Are you planning to have one provider per region, or are you open to having multiple providers for each region?

**A:** We are open to the idea of multiple providers for each region.

**Question #5:** Since this is a Federal Grant, do you anticipate any pull back from funding with what is happening with the federal government?

**A:** We have not been given any reason to anticipate funding will be pulled from this project.

**Question #6:** Is this grant project considered a continuation of an earlier contract? If so, were there successful things that you are hoping to be replicated?

**A:** This is not a continuation of an earlier contract or project within the Division of Child Support. However, Next Generation Child Support Employment Services demonstration grantees are expected to utilize lessons from the National Child Support Noncustodial Parent Employment Demonstration or CSPED.

**Question #7:** Can you share specific program outcomes and milestones the awarded applicants will be responsible for?

**A:** Successful bidders will be responsible for providing the services outlined in their response. Additional program outcomes and milestones will be identified in collaboration with successful bidders, the Office of Child Support Services, and the project technical assistance and evaluation team.

**Question #8:** Can you define CSPED?

**A:** CSPED refers to a previous child support employment services demonstration, the National Child Support Noncustodial Parent Employment Demonstration. Additional information can be found on the federal Office of Child Support Services grants page.

**Question #9:** How are potential participants learning of this opportunity for assistance?

**A:** The Division of Child Support will lead recruitment efforts with noncustodial parents that are having difficulty making consistent child support payments. This is expected include direct marketing through mail/email as well as referrals from Support Enforcement Officers. DCS will collaborate with project partners to identify and execute additional strategies throughout the project.

**Question #10:** What will incentivize Noncustodial Parents to participate in this program?

**A:** This is an opportunity for noncustodial parents to receive a combination of employment services and specialized child support case management designed to increase their financial stability.

**Question #11:** Under the proposed rule, Employment services would be an enforcement action, under this demonstration grant that is not specified.  Would Washington seek to encourage NCP participation through initial outreach to obtain opt-in but also through developing an enforcement 2nd approach?

**A:** Participation in the program will be strictly voluntary.

**Question #12:** Do you have a reimbursement/payment structure for this? Just wondering if it is hourly reimbursement or outcome based?

**A:** DSHS prefers performance or outcome based contracts when possible.

**Question #13:** In the demonstration grant, the cost per participant was $2647.  Is there logic for the reimbursement per participant being lower for this opportunity? (avg of 1083 pp if funding and # served is met.)

**A:** I believe the per participant cost referenced from the National Child Support Noncustodial Parent Employment Demonstration is the total cost per participant and includes more than the cost of employment services. The Division of Child Support attempted to maximize the amount of funding available for employment services while accounting for all required aspects of the grant.

**Question #14:** Would our organization be able to bid for the employment services if we are already doing a part of it with the Division of Vocational Rehabilitation?

**A:** The services under this solicitation are divided into two categories: employment services and vocational education, skills training and other activities. Bidders may submit a written proposal to provide services for one of the categories, or both. However, DSHS will not pay for services performed under a contract if the vendor has charged or will charge another agency of the state of Washington – or any other party – for the same services.

**Question #15:** If the period of performance for this contract is extended, will it be funded at the same level?

**A:** The amount of funding available under any potential contract extension would be determined at the time the contract extension is being negotiated.

**Question #16:** Is there a preference for how many are served in King County versus Yakima County for the project?

**A:** A goal or preference has not yet been identified. This will be determined based on the capacity and location of successful bidders.

**Question #17:** One objective is to enroll 600 in 5 years. With this contract starting in year 2, would it be accurate to say that 150 will need to be enrolled each year to meet that goal in the next in the next 4 years?

**A:** The initial term of the contract is expected to run 6/1/2025 through 9/30/2026 with project enrollment and services beginning 10/1/2025, the start of year 2 of the grant. An average of 150 participants per year would need to be enrolled over the course of four years in order to meet the goal of 600 participants by the end of year 5.

**Question #18:** Another objective states “secure employment for 75%. Does this count assisting underemployed individuals find a job that pays a higher wage? Or does this only count assisting unemployed individuals find a job?

**A:** This would include underemployed individuals that are able to secure higher paying jobs.

Those in attendance during the March 17, 2025 Pre-Bid Conference included:

* Will Taplin (DSHS/FFAA/CCLS)
* Sarah Weigelt (DSHS/ESA/DCS)
* Mario Sosa (DSHS/ESA/DCS)
* Thomas Smith (DSHS/ESA/DCS)
* Kathy Powers & Nicole Zinn: Orion Industries; [kathy.powers@orionworks.org](mailto:kathy.powers@orionworks.org) and [nicole.zinn@orionworks.org](mailto:nicole.zinn@orionworks.org)
* Becky Webb & Jeremy Toulouse: Maximus Business Development; [beckyawebb@maximus.com](mailto:beckyawebb@maximus.com) 208-371-9909
* Ty Lingo, Cathy Eylar & Hannah Szendre: Ability Employment Services; [office@abilityemployment.net](mailto:office@abilityemployment.net) 509-242-3758
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* Jessica Brasher: Career Path Services; [Jbrasher@careerpathservices.org](mailto:Jbrasher@careerpathservices.org)
* Paul Miller, Diskwriter Inc. [business.coordinator@diskriter.com](mailto:business.coordinator@diskriter.com)

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