



DEPARTMENT OF PUBLIC WORKS

Quality, Excellence, Innovation

Christopher Blunk, P.E.
DIRECTOR

July 2, 2026

SUBJECT: Questions and Answers for Request for Proposal (RFP) RFP HHS-2026-11 Family First Pilot Program

Pre-Application Bidder's Conference Q&A

Administration
PO Box 4186
San Rafael, CA 94913-4186
415 473 6528 T
415 473 3232 TTY
CRS Dial 711

Publicworks.marincounty.gov

Accounting

Administrative Services

Airport

Capital Projects

Certified Unified Program
Agency (CUPA)

County Facilities

Construction Engineering

Disability Access

Engineering & Survey

Fleet Operations

Flood Control &

Water Resources

Land Development

Printing Services

Procurement

Radio Communications

Real Estate

Road Maintenance

Stormwater Program

Transportation &
Traffic Operations

Waste Management

1. **Question: Is the contract amount \$400,000 for two years or each year of the contract?**

Answer: The maximum contract amount is \$400,000 total over 2 years. The split does not need to be exactly \$200,000 per year, but the maximum amount is \$400,000 for two years.

2. **Question: Has the County's or Children and Family Services (CFS) stance on CalAIM reimbursements (braiding funds) changed?**

Answer: Funding for this pilot program comes from State Block Grants. Eventually, as funding becomes available, 50% of the funding will be drawn from federal Family First Prevention Services (FFPS) dollars. As a requirement under FFPS, payment for services cannot be drawn if there is another source of payment that could have covered the cost, such as, for example Medi-CAL. If CalAIM could be used to cover those services, then FFPS funding cannot be used. Federal FFPS funding must be the "Payor of Last Resort." Given that this pilot program is utilizing Motivational Interviewing (MI), it is not likely that MediCAL/CalAIM would be used to cover the delivery of MI services. CalAIM services would be separate from MI services. Of course, supplantation or duplication is not allowed.

3. **Question: The RFP mentions that referral pathways will typically come from CFS but sometimes CBOs or the selected provider can refer families to the prevention pilot program. Can you say more?**

Answer: Under this pilot program, families will be referred directly from CFS. CFS is also responsible for validating candidacy. Eventually, the goal is to have referrals coming from any agency or directly from the community. This is what is referred to as a Community Pathway, similar to a "no wrong door" approach. In this scenario, CFS will still be responsible for determining candidacy regardless of where the referral comes from. However, for purposes of this pilot program, referrals will primarily be from CFS. The Community Pathway approach is a future goal, not part of this RFP.

4. **Question: Is there a 50% spend down requirement like many state funded programs?**

Answer: This pilot program will initially be funded with State Block Grant dollars. There is no 50% spend-down requirement. Eventually, when federal FFPS dollars become available, the county will have to come up with a 50% match to the federal FFPS funds. The selected provider will be reimbursed at 100%. The 50% applies to the county's share of costs. However, this is not a "spend-down" requirement.

5. **Question: Is there a target goal for the number of clients served?**

Answer: There is no specific target, but we estimate that the monthly caseload will likely be 10-12 families.

6. **Question: Can you elaborate on the Safety Monitoring responsibilities for this RFP?**

Answer: The selected provider as they will be working with a family, will be expected to monitor safety and if there are concerns during the course of providing prevention services that CFS be notified. Provider develops a safety plan with the family (sample safety plan is attached to the RFP), monitors key risk factors, and reports to child welfare if safety deteriorates; provider is not expected to resolve all safety issues but to contact CFS if there are immediate threats to child safety.

1.

7. **Question: For youth 12-17, will there be an additional minor consent process?**

Answer: There is no county-specific requirement; agencies should follow their own internal protocols.

8. **Question: Can you share more information about training for Motivational Interviewing for Cross-Cutting Case Management?**

Answer: An online, State-approved platform will be used for MI training. Lyssn is an online, self-paced platform that:

Covers both initial training and ongoing fidelity monitoring via scenario-based assessments with practitioner ratings.

Tracks individual staff progress over time; reporting through Lyssn is part of contract requirements.

9. **Question: Is there a link to the 1p Preproposal meeting. I cannot find it on the purchasing site nor is it in the RFP PDF.**

Answer: Yes, the meeting access information is on page 16 of the RFP document.

10. Question: If I am not able to make it, will there be a recording I can have access to, to review?

Answer: The questions and responses from the pre-conference have been posted .

County: We will post all Q&A responses publicly on the RFP site after the question window closes.

11. Question: If I am not able to make it, will there be a recording I can have access to, to review?

Answer: There is no County template for vendor/contractor self-audits.

12. Question: Since the target families will not necessarily be connected to a County department, if there is a critical incident that is outside of a mandated reporting event, would the contracted agency escalate a report to Marin HHS?

Answer: The intent of the prevention pilot program is to provide services to the family that reduce the likelihood of child welfare involvement. The goal would be to only notify child welfare in situations that would rise to the level of a mandated report. Children and Family Services (CFS) would be open to case consultations if needed.

